

HOSCH *news*

The International HOSCH Magazine



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Unlimited Learning

“A resolution was passed, therefore, that human beings must learn something. They cannot rise to a higher station by virtue of their ABCs alone.”

The German humorist Wilhelm Busch (1832 – 1908) already knew that lifelong learning brings people forward. The time-tested HOSCH Training Program (HTP), which proved its worth at numerous locations worldwide during the first half of 2016, is based on this maxim. At HOSCH Headquarters in Recklinghausen and at its offices in Asia, the U.S. or the UAE – at all these locations HOSCH trained its employees and business partners. Constant and intensive instruction, paired with an “unlimited” sharing of experience, is the only way we can secure our position in the global marketplace.

HOSCH demonstrated its competitive edge at the “bauma

2016,” the world’s most important trade fair for the construction industry, and at major conventions. Our trade fair activities were, in fact, a major factor behind HOSCH’s success in finding new customers and business partners at such disparate locations as Togo, the Arabian Peninsula and California.

Our success depends on the know-how and commitment of the people in our company. In Great Britain and France, experienced employees moved up to positions vacated by retiring managers. You can read more about these “successors” and many other stories by and about HOSCH in the current issue of the HOSCH news.

We would like to take this opportunity to wish you and your “team” – as well as all our customers and business partners – a successful second half of 2016 regardless of whether you are at your place of work or at home. If your vacation is coming up soon, we wish you a stimulating and restful “time out.”

Yours sincerely,

Hans-Otto Schwarze

Eckhard Hell

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“Virtually the Whole World” Visits HOSCH

**Records falls at the “bauma 2016” in Munich.
Trade show was “more international than ever before”**



Nearly 3,500 firms took part in the “bauma 2016,” the world’s leading trade fair for the construction industry. The percentage of foreign exhibitors was higher than ever before.

Records were falling in rapid succession – and HOSCH was in the thick of it! The “bauma 2016” trade exhibition, held every three years and undisputedly the world’s largest and most important fair for construction, building materials and construction machines, broke lots of records.

Around 580,000 visitors from approx. 200 countries came to the Munich trade show grounds from April 11 to 17 – a rise

of nine percent compared with the “bauma 2013.” The exhibition area was enlarged again, so that this year nearly 3,500 firms had over 600,000 square meters on which to present their latest products and new developments. The proportion of international exhibitors was 63 percent, which was higher than ever before.

These figures and impressions were confirmed by Detlef Domke von Bichowski: “It was a real

record-breaking exhibition with a more international scope than ever before.” Throughout the week, the HOSCH stand in Hall B was “very well attended; virtually the whole world came to see us.”

An international team at the stand
HOSCH reacted to the increasingly international character of the trade show by including Mariangela Vassallo (HOSCH Italy), Jari Iversen (HOSCH Scandinavia) and Kurt Preisig (HOSCH Austria/Swit-

zerland) in the exhibition team on certain days.

“We will definitely have even more international team members at the next trade show in three years,” said Domke von Bichowski with an eye to the truly universal attraction of all HOSCH products. “This year our guests included visitors from Chile to Canada, from China to Africa, and a surprisingly large number from Iran.” However, the “bauma” not only enables HOSCH to meet customers from all over the world once every three years. As the largest trade event, it also offers a good opportunity to present new products such as the Type D scraper or the outstanding HOSCH services.

Sales Manager Domke von Bichowski concluded, “It was a fantastic week, in which we not only met customers from all continents face to face, but also made promising new contacts.” This view was confirmed by the trade fair management: “The participants’ response was incredible and visitors were more eager to invest than we had expected. Many exhibitors even spoke of record demand. Especially in these uncertain times, this signal is more than positive,” is how Klaus Dittrich, CEO of Messe München, summed it up.

The Trade Show Team

The HOSCH trade show team at the “bauma 2016”:
Yvonne Köppe, Mariangela Vassallo, Detlef Domke von Bichowski, Jari Iversen, Giancarlo Leombruno, Kurt Preisig, Thomas Scherer, Klaus Schlüter and Rainer Schuten. The next “bauma” is already scheduled – it will take place in Munich from April 8 to 18, 2019.



Part of the HOSCH trade show team at the “bauma 2016” (from left): Thomas Scherer, Rainer Schuten, Klaus Schlüter, Yvonne Köppe, Detlef Domke von Bichowski and Jari Iversen

Farewell after 25 Years at HOSCH

Roland Lußky hands over the helm of the HOSCH subsidiary in Altenburg to his successor Michael Kießling

It's been a long time since Roland Lußky – back then still employed by HOSCH Headquarters in Recklinghausen – joined the HOSCH team in Altenburg as a sales representative on June 1, 1991. It was barely two years later that a new HOSCH subsidiary, HOSCH Altenburg, was founded in Thuringia with Roland Lußky as General Manager. After 25 years of outstanding service to HOSCH, the 67-year-old is now close to retirement.

Lußky is leaving everything in the very best order, of course. Since April 2015 he has been preparing for a smooth transition by offering support and advice on all aspects of the job to his successor, Michael Kießling. The latter benefits not only from Lußky's outstanding technical knowledge of scraper technology and belt conveyer systems, but also from his comprehensive sales expertise.

Before joining HOSCH, Kießling (41) worked as the head of construction

on various international power plant projects and has numerous years of managerial experience to his credit. He is married and has two daughters.



Changing of the guard at Altenburg in Thuringia: Roland Lußky (left) and his successor, Michael Kießling.

“International Training” in Recklinghausen

HOSCH employees fly in from three continents

Australia meets Europe and North America – the international company culture of HOSCH was on display once again at the beginning of 2016, when three HOSCH employees “went back to school” for two weeks at an “Advanced Technical Seminar” in Recklinghausen.

The three students hanging on every word uttered by HOSCH Trainer Thomas Legner, a graduate engineer, were: Sonja Volhejn from HOSCH International in Australia, Timothy Molinaro from HOSCH Company in the U.S. and Luca Scarano from HOSCH Italia.

The two weeks were chock full of theoretical information and “hands on” experience on the training belt – all on the basis of the HOSCH Training Program (HTP). The numerous topics covered included the installation of various HOSCH products such as scrapers and tracker rollers, technical analyses, and a presentation showing how the “students” could pass what they had learned on to customers and colleagues.

IMM: Management Meeting 2016 Will Be Held Again in “Jammertal”

The feedback on last year's International Management Meeting (IMM) was so positive that this year's IMM will be held again at the Jammertal Golf & Spa Resort in Datteln – not far from HOSCH Headquarters in Recklinghausen. HOSCH has reserved conference facilities, as well as rooms for the HOSCH managers, for the period of Sept. 26-30.

VDI Appoints Eckhard Hell

The Association of German Engineers (VDI) has appointed HOSCH Managing Director Eckhard Hell to its committee on “Handling Equipment for Bulk Material” as of 26 April 2016. Eckhard Hell again belongs to a group of approx. 12,000 experts who analyze the latest scientific findings on an honorary basis in order to promote the technology location of Germany. His term ends on 1 May 2019. VDI has about 154,000 members and calls itself “the largest engineering association in Germany.”

New Metro Network in Paris

Mammoth project until 2030 – HOSCH France is involved in extending Line 14



Paris, the city of love! The world-famous French capital on the Seine is home to the Eiffel Tower, the Louvre and the Arc de Triomphe. And anyone who has ever visited the city knows that Paris is not just large – it's huge. But Paris just got bigger – on January 1, 2016. Paris is no longer Paris, but MGP, the "Metropole du Grand Paris." The city's area has increased by a factor of five, adding 4.3 million Parisians at one go to the existing 2.2 million inhabitants. This was the result of the administrative incorporation of the surrounding Départements Hauts-de-Seine, Seine-Saint-Denis and Val-de-Marne, along with several other separate municipalities. And to serve the new metropolitan area, around 200 kilometers of new subway track is planned – and of course the associated stations. The projected cost of the construction work comes to a cool 32 billion euros.

Completion of the network for the "Grand Paris Express" (the name of the mammoth project) is expected by 2030. Two existing Metro lines (11 and 14) will

be extended, and four other lines (15, 16, 17 and 18) will be added to the network. A total of 68 new Metro stations will be built in the Greater Paris area in just over 14 years. Around three quarters of the new track will run underground in tunnels measuring ten meters in diameter, each of which will carry two tracks.

At this time up to seven tunnel-boring machines are pushing their way through the earth with their cutter heads at a rate of ten to twelve meters per day.

Tunnel measures 2.2 kilometers

HOSCH France is involved in this project. To be precise, it is working on the extension of Line 14 to the north and south (as far as Orly Airport).

Philippe Bourlard, the new Manager of HOSCH France, explains, "Two French companies, Bouygues Construction and

Solétanche-Bachy, are responsible for constructing the 2.2-kilometer-long tunnel, which comes with a price tag of 165 million euros."

The drilling work for extending Line 14 is being carried out by two tunnel-boring machines, accompanied by eight conveyor belts with a width of 1,000 to 1,400 millimeters, working at up to 3.5 meters per second. They operate at a very steep angle, transporting several hundred tonnes of rock to the surface every day. Every conveyor is fitted with HOSCH scrapers that do an excellent job of cleaning the belts despite the high speed and the generally sticky and muddy debris. Philippe Bourlard says, "That is what enabled us to beat off the competition." For this Metro project the new Type D scraper was installed in France for the first time, but HOSCH scrapers of earlier generations have been deployed in the past, and will continue to be installed in the future.

The first extension to Line 14 going north, which happens to be the first driverless line on the Paris Metro, should be completed in 2019. It will be followed by three more construction phases lasting until 2027.

The Paris Metro Opened in 1900

The Paris Metro is the fourth oldest subway in Europe, after London, Budapest and Glasgow. The first line opened on July 19, 1900, to serve the "Exposition Universelle." The Paris Metro network currently has a total length of 219.9 km of track with 303 stations – making it one of the largest in the world. On average, around 4.2 million people use the Metro every day, and in 2014 the annual total was 1.526 billion passengers. The "Grand Paris Express" project will be realized by the Société du Grand Paris and the Syndicat des transports d'Île-de-France (STIF), the company responsible for local public transport in the Greater Paris region.



Ten-Day Installation Pays Off for HOSCH

HOSCH France promises – and delivers – clean belts at brickworks in Togo



Jean-Marc Pataut (standing, rear) poses with his assistants after the successful scraper installation at a brick factory in Togo.

Supporting our customers on the African continent is one of the tasks to which Claude Trumpf is especially committed at present. His efforts have already born the first fruits in Togo – a small country in West Africa where agriculture plays the predominant role but industry also contributes to the gross domestic product.

A good example is Scantogo Mining, a company that has specialized in the production of bricks and whose customers include cement works in Togo and the neighboring countries of Ghana, Benin and Burkina Faso.

The belt conveyors started up at a plant in Tabligbo, an industrial city near the

Atlantic Ocean, in March of 2015. The first major maintenance inspection carried out twelve months later included a “review” of the cleaning performance of the scrapers on the belts. The review was conducted at the urging of the Brussels office of HeidelbergCement, one of the largest manufacturers of building materials worldwide. The experts quickly concluded that the level of cleanliness did not meet the stiff requirements and was causing production losses in the system.

Trial runs on five belts

HOSCH France and several of its competitors responded to the call to tender. The company was awarded a contract to

carry out representative “trial runs” of the scrapers. HeidelbergCement selected five belt conveyors with different widths for the trials. Claude Trumpf and the technician Jean-Marc Pataut from HOSCH France installed one HOSCH prescraper and one HOSCH scraper on each belt without any problems in just over ten days with the assistance of several technicians deployed by the customer.

The installation was successful and Scantogo Mining was completely satisfied with the first trial runs during production. The customer is now considering equipping additional conveyor belts, e.g. in the warehouse and pickup areas, with HOSCH products.

New Man at the Helm

Philippe Boulard replaces Claude Trumpf as General Manager in France

The baton was passed on for the top job at HOSCH France on April 1, as Philippe Boulard took over from Claude Trumpf at the helm of the French subsidiary. The new General Manager joined the company exactly one year before this appointment – on April 1, 2015, and up to now has been working as Sales Manager. During this period he has worked closely with Claude Trumpf who, according to Managing Director Eckhard Hell, will continue to “play an advisory role at least up to the end of 2016.”

Philippe Boulard is 43 years young, married and has two children. As a project engineer he gained many years of worldwide experience in the bulk goods industry. He lives with his family in the French city of Lille, close to the Belgian border.

Claude Trumpf (67) is a genuine HOSCH veteran. He started his career at HOSCH in September 1983 as a member of the field staff in his home country of France.



HOSCH Managing Director Eckhard Hell (right) at the official handover in the HOSCH France headquarters in Réau, where he wished the new General Manager Philippe Boulard (left) “good luck and every success,” and at the same time thanked Claude Trumpf for his 33 years of service at HOSCH.

Moving into an “Industrial Village”

HOSCH France has workshop, warehouse and office space in Calais



HOSCH France moved into new premises in the port of Calais in late 2015. At the center of an industrial area, and in the direct vicinity of the ferry harbor and the Eurotunnel, an actual “village” has taken shape with numerous companies, lots of parking space – and even its own P.O. All

the buildings belong to the local Chamber of Industry and Commerce.

The HOSCH premises cover approx. 200 square meters. Most of this space is devoted to the workshop and warehouse, but there are also restrooms and an office.

When HOSCH France was founded as the ninth HOSCH company in 2001, he became its General Manager. In his free time the father of four likes relaxing to good music, or else improving his golf handicap. In his new advisory function Claude Trumpf wishes to focus on customers of HOSCH France in Africa, for example those in Gabon.

HOSCH France first opened a branch in Calais in February 2012 in rented premises on the Arcelor grounds. At that time new business fields were opening up for HOSCH in the north of France – including, in particular, the steel industry and companies using the Calais harbor facilities as a transshipment point. At present the attractive building is the base of operations for four HOSCH employees: the sales representative David Hénon (41) and the three technicians Jean-Luc Hernault (58), Thomas Clety (27) and Romain Descamps (26).

New address of HOSCH in Calais:
Village d’Entreprises Doret I, Bâtiment B3, ZA
“Marcel Doret,” 825 Rue Marcel Doret,
F-62100 Calais

+++ HOSCH Personnel Ticker +++

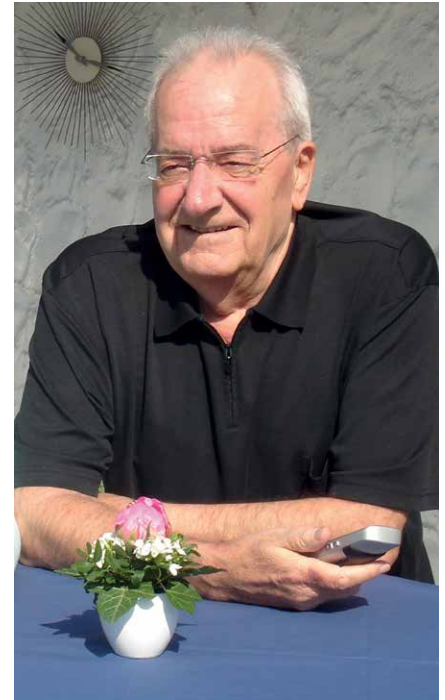


Michel van den Biggelaar, who works in the international sales back office, celebrated his 60th birthday in Spain on March 31. His colleagues at HOSCH Headquarters had previously collected for a gift. However, HOSCH Managing Director Eckhard Hell and Michel's colleagues had to wait until he returned from his short Spanish vacation – his wife's birthday present – before they could present their own gift at a small ceremony. Another amazing fact about van den Biggelaar is that he will have spent half of his life working for HOSCH on July 1, his 30th company anniversary.

When he retired at the end of April, **Wolfgang Nawrocki** (67) had been the "master of numbers" at HOSCH for nearly 29 years. As Head of Finances and Accounting, he was responsible for the correctness of the numbers. Nawrocki was also one of the soccer experts at HOSCH. An ardent fan of the famous team Schalke 04, he used to play himself in his free time, and now coaches the "old men's team" in Suderwich, the Recklinghausen neighborhood where he has strong roots. Nawrocki always gave a review of the previous weekend's soccer results before talking business at the weekly meeting of department heads. This baton has now been passed to Rainer Schuten. Despite



his interest in soccer, Nawrocki always managed to find time for other interests, such as reading and anything to do with the Beatles. He and his wife have a daughter and two grandsons. They love to travel, especially to far-away places and places with deep water where Nawrocki can snorkel to his heart's content.



HOSCH founder **Hans-Otto Schwarze** turned 79 in mid-May. Schwarze spent his special day at home in Recklinghausen-Essel, enjoying good food and pleasant conversations with his family, friends and neighbors. *HOSCH news* now joins the ranks of his numerous well-wishers in wishing him, belatedly, a very happy birthday indeed!

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+++ HOSCH Personnel Ticker +++

HOSCH Managing Director **Eckhard Hell** revealed that he gave himself the best two gifts for his 60th birthday at the end of February by celebrating into his birthday at a tapas restaurant together with his family and by taking his wife, children and their respective most significant others on a skiing holiday in Austria.

Before he went on this well-deserved mini-break, Hell invited the staff at HOSCH Headquarters to sandwiches and refreshing beverages. Dirk Heidhues presented him a gift from Hans-Otto Schwarze and the entire team: a voucher



from Jochen Schweizer events promising a “very special experience” of his own choice. The *HOSCH news* later learned that this original gift went over very well with “the boss.”

Hans-Jürgen Niehues started working for HOSCH on December 1, 1978 as a technician. The current Sales Manager turned 65 at the end of May and can now look back on 38 years of working for HOSCH during which time he climbed the career ladder pretty fast due to his exceptional skills.



“Niehues is unstoppable. If work needs to be done, he gets it done,” states HOSCH founder Hans-Otto Schwarze about his trusted employee, with whom he has developed a bond of friendship over the years. Niehues and his wife Antje live in Haltern-Hullern, which is very close to HOSCH Headquarters. Everyone in his home town knows the 65-year-old well. He rents out boats, loves a game of tennis and is head of the local sporting rifle club.



Erica Wallas (28), who has been part of the HOSCH GB back office team for the last ten years, gave birth to daughter **Aurora Rose** on March 31. The healthy baby girl weighed 3.5 kilograms at birth. Liam and Erica Wallas, who were a couple for quite a few years before stepping in front of the altar in May 2014, are thrilled to have a new family member.

This sweet little guy happily snoozing away on the photo is **Ignacy**, who was born shortly before 11 p.m. on May 13.



Service Anniversaries

The following HOSCH employees celebrated service anniversaries during the first half of 2016:

10 YEARS: Adalbert Appel
Detlef Domke von Bichowski
Andreas Großmann
Heike Hilgers
Johann Staschenuk
Jürgen Ziegler

25 YEARS: Norbert Beermann
Peter Köster
Roland Lußky
Eugen Switala

Ignacy weighed 3,320 grams at birth and measured 52 centimeters. **Marcin Wyrwich**, his proud father, has been with HOSCH Poland since 2008 and has worked in logistics, service and installations. Ewelina, his mother, happily comments: “Ignacy has spent his first days on earth in good health and with a constant smile on his face.”



The start of the New Year could not have been better or more beautiful. **Sam Stüfchen** was born barely 15 minutes before midnight on January 2. The first child of **Melanie Stüfchen** and **Sebastian Senger**, Sam weighed 3,270 grams at birth and was 53 centimeters long. His proud mommy has been with HOSCH since 2011, working in sales for the international back office in Recklinghausen.

Big Business on the West Coast

HOSCH Company makes contact to a new distributor in Sacramento, CA



April 2016 was quite a month for HOSCH Company! When our U.S. company heard that a new distributor in Sacramento, California was expressing an interest in HOSCH products, Sales Manager Mike Evanitz did not waste any time in following up this promising lead: he promptly hit the road to Oakland to meet up with the potential new business partner.

After the new customer had purchased a number of scrapers, Evanitz sent his most

experienced Product Managers and Trainers to the Golden State's capital: Tim Fircak and Gary Parsons. The two men, who have been with HOSCH Company for quite a few years, were enthusiastic about the idea of setting up a HOSCH office on the West Coast. Fircak and Parsons used every minute of their stay in California to train their new distributor – by making numerous successful sales calls together, for example.

The trip was a huge success, thanks to their efforts. The customers were obviously enthusiastic about the installation of the HOSCH scrapers and their outstanding belt-cleaning performance. “I already expect to see significant growth this year,” says Mike Evanitz. “The western part of the U.S. has a lot of business potential for HOSCH and we are eager to further raise the visibility of the HOSCH brand.”

Good Teamwork Key to Success

In the scraper business, good teamwork is the key to long-term success. When an installation causes problems or there are technical questions to clarify, there is always a member of the HOSCH team who is willing to pitch in and help solve the problem.

When Clint Alexander started to work for HOSCH Company, one of his first tasks was to familiarize himself with local working conditions and the communication between HOSCH and its customers. Paying a visit to HOSCH in Virginia, together with HOSCH engineer Tim Molinaro, proved an ideal way to reach this goal. The local technician, Roy Rodwell, welcomed both Clint and Tim with open arms and helped them prepare for their round of customer visits.



A good team: Roy Rodwell, Clint Alexander and Tim Molinaro (from left).

The threesome carefully checked conveyor belts, wrote bids and thus got to know and like each other. Commenting on their new friendship, Sales Manager Mike Evanitz said: “We are always very gratified by the networking and team-working skills our employees demonstrate while working to expand the HOSCH brand.”

Clint Alexander Knows His Stuff

New HOSCH Company employee is a conveyor belt expert

The HOSCH family welcomes Clint Alexander to the U.S. HOSCH Company. The 38-year-old gained his first experience working with scrapers during his operation of conveyor belts at Consol Energy Bailey. This was followed by his responsibility for the so-called Continuous Miner, a machine which is



used underground for the quarrying of rock salt, gypsum and hard coal. After working six days a week in varying shifts, Clint Alexander decided that he

was ready for a new and reliable occupational challenge that allowed for a family life and friends.

Following a meeting with Mike Evanitz on the topic of vacant positions with HOSCH Company, Clint left mining and launched his HOSCH career as a highly motivated member of the scraper service technician's team. The career move went well for him because of his abundant expert knowledge in the field. He now brings his solid experience and excellent contacts to the new job.

Clint is enthusiastic about working at HOSCH and has all sorts of interesting ideas and plans for the future: “I cannot wait to really get my speed up, expand the HOSCH brand and play an active part in growing the business this year,” says Clint, who is eager to learn new things and successfully tackle his new and exciting tasks at HOSCH.

Craig Peacock Builds on a “Fantastic Team” and a Firm Foundation

Craig took over as General Manager of HOSCH GB in January 2016

“I’m looking forward to a new challenge at HOSCH GB and I’m very happy to have inherited such a fantastic team that I can count on in my day-to-day work.”

This is how Craig Peacock (54) expressed his thanks for the confidence placed in him by the HOSCH management as the new General Manager of HOSCH GB. Craig has already acquired some experience as Sales Manager of HOSCH GB, and on January 1, 2016 succeeded David Patterson, who left the firm at his own request to take up a new post elsewhere.

The new General Manager at HOSCH GB has no doubt about the glorious future in store for HOSCH, both in Britain and in the Middle East, where HOSCH GB has a large number of



Craig Peacock is looking forward to the new challenge.

customers. Craig Peacock says, “We are currently searching for new markets to replace the waning steel, energy and coal industries. The results from the first quarter of 2016 have given us a firm foundation on which we will continue to build in the current year.” Craig Peacock began his career at the age

of 16 as an apprentice metal-worker and lathe operator in a steel plant. For three decades he learnt all the processes involved and worked his way up to the level of senior engineer. In 2008 he looked for a new professional challenge and switched to working as an installation and maintenance engineer in a company that deployed him mainly on “away jobs” in other countries – for example in Italy. There he got to know Giancarlo Leombruno, who was supporting the HOSCH customer “Italiana Coke.” And that in turn paved his way to HOSCH ...

Craig Peacock lives with his partner Sharon. He has two sons, aged 26 and 30, who are following in his footsteps as engineers. Alongside his work and family, Craig’s other great passion is riding motorbikes – especially a Honda “Fireblade” built in 1999.

Employees at Vale in Oman “Go to School” at HOSCH

HOSCH GB organized a three-day workshop. It was supported by their distributor Ocean Rubber

Theory in the morning, applying it in the afternoon: in February, 45 employees from several different technical departments at Vale in Oman joined a training and “went to school” at HOSCH so they could learn about the scraper. Eddie Presch from HOSCH GB guided the 15 “students” each through their three-day workshop.

The HOSCH principles, scraper inspection and module replacement – these three major topics were on the curriculum in the Sultanate of Oman, where Vale operates an impressive pelletiz-

ing plant in Sohar Port. Eddie Presch explained to the participants what makes HOSCH so different from the competition, what’s important in scraper inspection, and when the modules have to be replaced. “We managed to get our messages over well. Even though we didn’t have much time, everyone is now very positive and looking forward to the installation of more HOSCH products,” said Eddie Presch, whose information about the new Type D scraper provided an exciting peek into the future, because right now Vale in Oman does not yet have any latest-generation scrapers.



Eddie Presch (middle) at a workshop with the employees of Vale in the Sultanate of Oman.

Eddie Presch said a big “thank you” to HOSCH distributor Ocean Rubber, which had made the training possible in the first place. The company is headquartered in the United Arab Emirates (UAE) and is one of the leading providers of special rubber and metal products in the Middle East. Ocean Rubber spared no expense – or effort – to have the training belt system transported over the border into Oman.

Visit and Return Visit

Dirk Heidhues in India – Partha Bhattacharya in Germany

In January Dirk Heidhues set out on a very long journey. The final destination of the Production Head at HOSCH Headquarters in Recklinghausen was Kolkata (formerly Calcutta), the seventh largest city in India with a population of 4.5 million and the home of HOSCH Equipment India, a company founded in 1991 by Hans-Otto Schwarze and Madan Mohanka.

During his five days on site, Heidhues informed himself about HOSCH's production activities in India and discussed many specific aspects of the joint venture company – e.g. production processes, quality assurance and warehousing – with factory manager Partha Bhattacharya.

A good three months later Partha Bhattacharya, who has been a member of the HOSCH team in India for three years and, as factory manager, reports directly to the company's management, made a return visit to Germany. At HOSCH Headquarters in Recklinghausen, the visitor from afar received a warm welcome from Managing Director Eckhard Hell. The rest of his visit was devoted to theoretical and practical aspects of scraper technology and included detailed instruction on the new Type D scraper.

Besides Dirk Heidhues, Marco Buttitta (Production), Claus Weimann (R&D) and Rainer Schuten (Technical Manager) accompanied the graduate mechanical engineer on his seven-day "Tour of HOSCH Germany."

The tour of Munster given by Hella Pankoke, Assistant to the Management at HOSCH, is one Partha Bhattacharya will not forget so quickly. The man running the Indian restaurant in the city grew up in Kolkata and seized the opportunity for a lively chat in his native language – a nice coincidence in view of the 22 officially recognized languages and more than 100 languages spoken on the subcontinent!

Touring the Philippines to Sell HOSCH Products

On a recent tour of the Philippines, Nicsomn Loong (2nd from right), sales engineer at HOSCH Asia, presented HOSCH products to potential customers (e.g. at the Rio Tuba Nickel Mine) and made arrangements for test installations.



Trainer Praises "Manual Dexterity"

In Malaysia Werner Schulz instructs employees of HOSCH Asia on the Type D scraper



Robert Steiner (left) and Werner Schulz (middle) at the HOSCH Head Office in Kuala Lumpur.

At the end of April Werner Schulz flew to the Malaysian metropolis of Kuala Lumpur – a place where other people go on vacation – to train employees of HOSCH Asia on the new Type D scraper.

In the seminar rooms at HOSCH Asia's Head Office in Kuala Lumpur, the first day of the one-week seminar was devoted to working on the training belt with guidance from Robert Steiner (HOSCH Indonesia) and Jesse Khaw (HOSCH Malaysia). Following the "Training the Trainer" session based on the HOSCH Training Program (HTP), Steiner and Khaw took the lead and, assisted by Werner Schulz, instructed HOSCH personnel from Indonesia, Malaysia and Vietnam. After the HOSCH Asia team was broken down into small groups, the (for the most part) very young members quickly mastered the ins and outs of installing and servicing the Type D.

Werner Schulz summed up the intense week: "All the participants were interested and eager to learn and displayed both technical understanding and manual dexterity. And all of them were able to install the scraper without any problems." He added: "The advantages of the new scraper system were recognized at once and highly praised, especially by the service technicians."

The State Secretary Also Stopped by ...

Convention at the Belchatow Power Plant: HOSCH Poland presents the Type D scraper

Krzysztof Lebioda and his team at HOSCH Poland recently greeted some VIPs at an international convention held at Belchatow Power Plant. At this biannual event, a gathering point for people in the brown-coal industry in Eastern Europe, HOSCH Poland exhibited the company and its products, including the new Type D scraper, at its own stand.

The interested visitors included numerous members of the Polish Parliament – most importantly Grzegorz Tobiszowski, State Secretary in the Ministry of Energy and since March 2016 entrusted by the Polish government with restructuring the coal-mining sector in Poland. However, professors from nearby universities, such as the Warsaw University of Technology and



At the HOSCH stand Krzysztof Lebioda (right) greets the member of the Polish government responsible for restructuring the coal mining industry.

the Cracow University of Technology, also informed themselves at the stands or discussed the future strategic orientation of their industry at various seminars.

Equally important were the conversations carried out on the three days of the

convention and the contacts made to visitors from Bulgaria, Czech Republic and Serbia and to delegates from the Polish electric power and mining industries. There was still time for social events such as the traditional dinner at which beer is drunk out of mugs made especially for the event. “I took mine home,” says Krzysztof Lebioda.

Belchatow, located south of Lodz, is one of the largest and most modern open-cast mining areas in the world. The first HOSCH scrapers were installed at the plant back in 2003 and the new Type D scraper will be installed soon. Lebioda revealed one result of the convention: “We will be installing a D3 on a very broad belt conveyor system on a test basis very soon.”



Johan Olsson, Managing Director of the Swedish LBM Group, with the demonstration model.

Scraper Lessons for the Boss

Johan Olsson (LBM) passes on his experience after training on the Type D scraper

“Practice makes perfect!” Jari Iversen, General Manager of HOSCH in Scandinavia, had this motto in mind when he trained Johan Olsson, Managing Director of the Swedish company LBM, on the new HOSCH Type D scraper. Installation and maintenance were the main topics at the training held for the Swedish HOSCH distributor at the end of February.

Iversen was upbeat after the seminar. “Our time-tested training program is once again yielding results,” he said. “Johan Olsson will pass on what he has learned here – the knowledge and the expert tricks – to his employees and customers. We are thus confident that the new scraper will be installed correctly

and will ensure trouble-free and clean production.”

Olsson has already held the first training seminars in Luleå, the city in northern Sweden where LBM’s Head Office is located; further seminars are planned for later in the year. A demonstration model of the Type D scraper has been set up in Luleå; all work sequences involving the new HOSCH product can be simulated here.

The LBM Group has been a HOSCH distributor for over 15 years. The company has a tightly meshed network of branches in Sweden and is a service provider for customers in the machine manufacturing and food & beverage industries.

Lights, Camera, Action!

Paul Harris makes a video documentary of a working day at HOSCH Australia

The idea came from Hans-Otto Schwarze and was quickly adopted by Paul Harris, General Manager of HOSCH Australia: Why not make a video film showing “modern times” at HOSCH International in Perth, Australia?

Anyone who has not yet set a foot in the ultramodern HOSCH building completed three years ago can now go on a virtual tour and experience a typical working



The HOSCH International warehouse also played a “role” in the film made by Paul Harris.

day at HOSCH “Down Under.” The film runs just over 18 minutes and stars most of the company’s work force. It opens with a scene of Paul driving to work and then depicts a typical working day at HOSCH Australia in amazing detail. Nothing escapes the camera’s attention. It is all there: the friendly reception staff in the lobby, the jostling at the daily staff meeting, the sales back office, the accounting department, and the IT service team. In one fascinating scene, a team of IT service experts design future

HOSCH projects with the help of sophisticated computer software. Two important scenes near the end of the film show a customer visit to the production facilities, which have an area of approx. 2,000 sqm, and a brief view of the HOSCH “department store.”

The film has been such a success at the in-house box office that a sequel is certainly upcoming – maybe this time shot in North or South America, Asia or South Africa?

With 68 years ... Birthday party in Brazil – Type D training



The new HOSCH Type D scraper has now passed its first “baptism of fire” in Brazil, too. Cristiano Almeida, Technical Manager of HOSCH do Brasil, and his colleague Vinicius de Almeida Dias, among others, deserve the credit for this. After doing extensive training on the Type D, the two men now know all the “ins and outs” of the new scraper.

Apropos team-building at HOSCH Brazil: The next opportunity to get together will be in August, when Vicente Lana (foto) turns 68. The Senior Manager joined HOSCH do Brasil as a consultant in 2000 and has been a regular staff member since 2008.

Flying Visit to South America

Eckhard Hell makes short stops in Chile and Brazil

For one short week in late April HOSCH Managing Director Eckhard Hell was on the road – or more precisely in the air – in South America on a “flying visit” to Chile and Brazil.

On the day of his arrival in Santiago, the Chilean capital, Hell had his first meeting with Cesar Vigo. On the following days, he talked to executive-level employees of TTM Chile, HOSCH’s official distributor in South America for over five years. It was already clear on the third day of his visit that the partnership with TTM rested on a profitable foundation. At the “Expomin 2016,” which is held every two years and is the most important mining show in South

America, Eckhard Hell held a lecture on HOSCH scraper technology to an audience made up of invited customers of HOSCH and TTM. His speech was followed by an informal get-together.

Hell’s stay at the Expomin was short but sweet since his flight for Brazil took off that afternoon. His further itinerary took him via São Paulo to Belo Horizonte, where the HOSCH Managing Director had a long list of topics to work through with Peter Petzold.

Looking back on the long journey, Hell said: “It was well worth it. It is just so much easier and faster to clarify things face to face.”


European Football Championship 2016: Tips from HOSCH Experts

The ball is rolling again! Since June 10, 24 nations have been battling it out in France for the title of European Champion, and the first victories or defeats of “our” team are already behind us. The cup will not be presented to the winner until July 10, in the Paris “St. Denis” stadium, and until then right across Europe – at work, in free time and at home with the family – people are busy betting, forecasting and analyzing every conceivable aspect of football.

Some of the “HOSCH countries” are taking part in the European Championship. In Poland and Spain, Italy, Germany and Britain – everywhere where HOSCH products ensure clean conveyor belts, people are following the game on the edge of their seats.

So we asked HOSCH managers in the participating nations to give us a forecast: who’s your favorite to win the title of European Champion 2016, and how far will your “home” team get in the competition?


Here’s what they said:

 *Of course I think England will take the cup home. If we have to play*



Germany in the final, I hope we will have put in some practice at shooting penalties by then ...


**Craig Peacock,
HOSCH GB**

 *Poland, with the German League top scorer Robert Lewandowski from FC Bayern Munich, will make it as far as the quarter final. But then the team could be up against Spain and lose by one goal. I think the final could be Italy versus Germany – and that Germany will win.*

**Krzysztof Lebioda,
HOSCH Poland**

 *I think the German team will win the title.*


**Mario Del Pezzo,
HOSCH Italy**

 *Actually I don’t know anything about football, but I think that Spain will win and France will be knocked out in the quarter finals. If it turns out different at the end, please don’t hold it against me. This is really just a random guess!*

**Philippe Bourlard,
HOSCH France**

 *I think Germany will win the European Championship. Sweden will not get far. They could be knocked out in the qualifying round playing against countries like Ireland, Belgium and Italy.*

**Jari Iversen,
HOSCH Scandinavia**

 *I’m always very biased when it comes to football. So I would like to quote the England football legend Gary Lineker: “Football is a simple game. Twenty-two men chase a ball for 90 minutes and at the end, the Germans always win.”*

**Rainer Schuten,
HOSCH Recklinghausen**

 *I think Austria is facing a bigger challenge. Portugal is also a favorite in that group, and Hungary and Iceland will give Austria a run for their money. In the Swiss group France is also one of the favorites, but Romania and Albania should be easy enough to beat. My favorite for the European Championship is the German team: they are always great in tournaments.*

**Detlef Domke von Bichowski,
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