

# HOSCH *news*

The International HOSCH Magazine



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Technology convincing in power and mining industries
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First trial runs look promising



## Editorial

### Score Points with Innovations

*Dear HOSCH employees!*

*Innovations and constant improvement of the individual performance is the key to success in a further globalising and rapidly progressing world. HOSCH accepts this challenge with pleasure. With our innovative products and our full service we have succeeded in strengthening our position on the world-wide markets and even expanding our business.*

*Innovations are the driving force behind success – this is reflected in the latest issue of the HOSCH news. From a new warehouse in Recklinghausen to new distribution channels in Norway and with new head-pulley scraper systems, HOSCH proves all around the globe that the courage to proceed will be rewarded.*

*Crucial people in our growth are our employees. With his or her commitment and ideas, each of them contributes to the daily realisation of our high quality standards. For that reason, we consider it as one of our main tasks to commit our-*

*selves just as strongly to the well-being of our employees. That way, we will manage to grow further as a world-wide family of companies.*

*Every day, the HOSCH companies around the world show how successful good teamwork is and what an important part motivated and satisfied employees play – from the youngest HOSCH company in Italy to the eldest daughter company in South Africa. Through their great effort, all of them make a considerable contribution to the success of the HOSCH family of companies. We would like to thank you for all your commitment – and assure you that we will do anything within our powers to make our own contribution to the growth and innovations through constant investment in product improvements and personnel development.*

*Yours truly,*

Hans-Otto Schwarze

Eckhard Hell

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## Nordic Bulk Employs HOSCH Legionnaires

Together with the distributor Nordic Bulk Components AS HOSCH follows a new path in Norway: In March 2008, the Scandinavian company employed two people from the HOSCH ranks, Sales Manager Kristian Steinstø and Serviceman Roald Skogen. With Nordic Bulk, these two are in charge of both sales and service of all HOSCH equipment. "In order to strengthen his position on the market, our distributor in Norway now has two experts in HOSCH technology", says Managing Director Eckhard Hell. "Through this co-operation we now have the opportunity to expand even further in the Scandinavian market".

On 1st March, Eckhard Hell and Jari Iversen, HOSCH Sales Manager in Scandinavia, travelled together to the Nordic Bulk headquarters in Norwegian Sandnes in order to finalize the change of Kristian Steinstø and Roald Skogen. Both men had been employed with HOSCH for four years; their new roles with Nordic Bulk will see Kristian Steinstø as internal HOSCH Product Manager



To good co-operation (from left): Jari Iversen, Eckhard Hell, Kristian Steinstø and Jone K. Mæland

and Roald Skogen as the responsible Service Technician. One of their main tasks in their new position will be to train the Nordic Bulk staff and to establish a sales and service force. On the occasion of this meeting Jari Iversen said: "It is our target to increase our sales in Norway through the close co-operation with Nordic Bulk. In order to achieve this, we will not only sell our products, but also offer fast and reliable service".

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

## HOSCH Iberia Wins the North of Spain

"Veni, vidi, ... Vigo!": Actually, this famous saying by Julius Caesar should be rewritten for HOSCH Iberia Sales Engineer Cesar Vigo. In the North of Spain in Greater Asturias around the industrial city of Gijon he managed to "win" a whole lot of new customers for HOSCH. Due to his great commitment, Vigo was successful with some well-known companies, such as the steel giant Arcelor Mittal and the energy group HC Energia. The HOSCH Iberia Sales Engineer was also successful in the Basque region: In the future, the vulcanising company BTN, which is resident there near the city of Bilbao, wants to intensify the co-operation with the Spanish daughter company. BTN (Bandas Transportadores del Norte) relies on the technical support given by Cesar Vigo in order to supply the best possible service to their customers.

## New Tracker Rollers Pass Acid Test



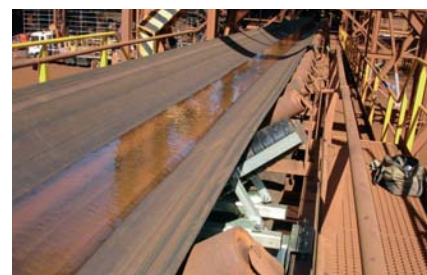
Convinced: the team at Cape Lambert

They set new standards in the field of conveyor belt tracking: the tracking roller types RC2/3, RRC2/3 and RRC2-V. The systems that work on both the top and return strands of the conveyor belts passed their first acid tests. At the beginning of 2008, the HOSCH GB service force installed eight of the new tracker rollers at four different customer sites.

From the very beginning, their performance was excellent. "Only the first tracker roller that we installed in the port of Immingham gave us some teething troubles", said HOSCH GB General Manager David Patterson.

The Service Technicians Paul Richards and Ian Horsfield immediately looked into this matter. They checked and adjusted the tracker rollers until they finally operated without any problems. As a result, the responsible engineer at the port terminal ordered two additional tracker rollers. Rick Hall, an engineer at Corus Scunthorpe, an iron ore processing plant, is also thrilled by the new system. He offered HOSCH GB to give the tracker rollers installed in his plant as a reference for other customers.

Even at the back of beyond, the tracker rollers installed there show their operational skills. At Cape Lambert, an iron ore mine north of Perth, there is the first system of that kind in operation in Australia. James Stamelos, General Manager of HOSCH International, says: "The trial runs showed us that the rollers operate reliably".



The new Tracker Rollers have passed the test run



Generation of energy in XXL format: the open-cast lignite mine and the power station in Belchatow

## HOSCH Power for Poland's Energy Network

Whether in the mining industry, the power stations or in open-cast lignite mines: HOSCH Polska sees to it that the conveyor belts in Poland's giant energy companies run smoothly

It rumbles, rattles and roars: Like a greedy monster, the excavator digs into the mountain with no intention of stopping. Rock, rubble and coal end up in the shovel of the colossal steel excavator. In the open-cast lignite mine in Belchatow, south of the city of Lodz, this excavator and some others giants of its kind are in operation in order to satisfy Poland's thirst for energy. The HOSCH technology is responsible for cleaning the conveyor belts: With their reliable performance and service, the Eastern European daughter company has clearly convinced Poland's energy suppliers that HOSCH scrapers are fit for purpose.

With a yearly output of about 35 million tons, the mine in Belchatow makes a considerable contribution to the power supply of the country. Behind coal,

lignite is one of the most important energy sources for Poland – more than 90% of the Polish electricity is produced in power stations fired with coal and lignite. The deposit in Belchatow with an estimated capacity of about two billion tons of lignite was discovered as early as 1960. But mining only started at the beginning of the eighties. The lignite is extracted from depths between 100 and 230 metres. Today Belchatow is one of the largest and most modern open-cast mines in the world.

### Winner in a comparative test

"In 2003, we installed the first HOSCH scrapers there", says Krzysztof Lebioda, General Manager of HOSCH Polska. At that time the HOSCH technology competed against scrapers from other suppliers. The different systems had to

prove their efficiency on trial on both slag and lignite conveyor belts. The conclusion showed only one winner. The HOSCH B6 scraper provided the best results. The Polish daughter company has now installed about 35 scrapers type B6 for belt widths between 1,800 mm and 2,250 mm – some further scrapers are in the planning stage already. For this reason, HOSCH scrapers are now specified as standard for the new conveyor belt systems in the second mine at Szczerców, which opened in 2005", says Lebioda.

### The world's second largest coal-fired power station

A large part of the lignite extracted in the mine in Belchatow is used directly for the generation of electricity. The largest power station fired with lignite

in Europe is located right next to the open-cast mine of about 3,200 hectare – it is the second largest coal-fired power station in the world behind the one in Kendal in South Africa. The two chimneys are 300 metres in height and belong to the highest separate buildings in Poland. In December 1981, the power station in Belchatow was connected to the grid. With its twelve turbine blocks, today it produces a total of 4,440 megawatt of power and generates more than 28 billion kilowatt-hours per year – just under 20% of the total requirement in Poland. HOSCH technology is also in operation in the power station. “In 1998, the first trial runs were carried out there with scrapers on potash conveyor belts”, says Krzysztof Lebioda. “Further test runs followed later on conveyor belts in the coaling department”. In the meantime, more than 100 scraper systems type B6 and C3 are in operation in the power station. In the year 2006, the construction of a new block with 860 megawatt of power

example. Scrapers made in Germany are on duty there, too. “In 2000, we supplied the first scrapers to be installed in the coaling plant of the old part of the power station“, Lebioda says. When the new block Patnow II was inaugurated in March 2008, HOSCH was able to score points there as well. “The customer is highly satisfied with our technology”, says Lebioda. “For that reason, the complete coaling plant and the potash conveyor belts were equipped with our scrapers. We currently have a total of 38 installed there”. The energy block at Patnow generates a total of about 460 megawatt of power – naturally maintaining the latest European environmental standards. Bearing this in mind, it is planned to also redevelop the four old blocks belonging to Patnow I before 2010 – with further new applications for HOSCH products.

#### To save cost “underground”

Krzysztof Lebioda also sees a lot of opportunities for HOSCH Polska



Full power: the power station of Patnow

installed approximately 200 scraper systems in mines in Upper Silesia and in the Bogdanka Mine. “Though I was born in Silesia, I have never been really interested in the mining industry – until I joined HOSCH”, says Maciej Majewski, who is in charge of installing scraper systems “underground” at HOSCH Polska. “It is always very exciting to go below ground. In the past I would never have dreamt it was possible”.

Whether it be using the huge machines in open-cast mines or in dark shafts below the earth’s surface, HOSCH Polska is represented in all the central areas, hunting for Poland’s energy reserves. Krzysztof Lebioda concluded by saying “We are proud to contribute to the energy supply of our country”.



Maciej Majewski checks the HOSCH technology underground

began. “We hope to be able to install our scrapers there as well”, the HOSCH Polska Manager says. The commissioning of the power station is scheduled for 2010.

#### Attention directed to environmental compatibility

When building a modern power station block environmental compatibility plays an important part. The most modern energy block in Poland for the time being, at the power station Patnow near the city of Konin, currently serves as an

underground because the conditions in the coal mines in Upper Silesia, Poland’s main mining region, are not so good. The main problems are the lack of qualified personnel and the deteriorating geological conditions which require additional investments in lignite mining, says Maciej Majewski of HOSCH Polska. By cleaning their conveyor belt systems with our scrapers, we support the mining companies to work economically and efficiently and ultimately to save money. Since 1999, HOSCH Polska has

### 10 years of HOSCH Polska

*In the year 2008, the HOSCH daughter company in Poland celebrates her 10th birthday – together with the daughter company in Brazil. Founded in 1998, the company situated in the Lower Silesian town of Wrocław, has turned into an important member of the HOSCH family of companies. Managed by Krzysztof Lebioda, today’s team of seven succeeded in winning the HOSCH Award 2006 for enormous sales increases. Coal mining and power stations are the main business areas for HOSCH Polska.*



Expansion at headquarters: HOSCH procures additional storage capacity in Factory II

## New Warehouse Extends Headquarters

HOSCH Factory II creates more space for new products in Recklinghausen

Enough space again at last: With an additional workshop HOSCH has considerably enlarged the company headquarters in Recklinghausen. In January 2008, the complete storehouse for prefabricated components moved into a recently rented building with 414 square metres in the immediate vicinity of the headquarters. "Our existing storehouse was just too cramped", says storekeeper Helmut Plogmaker. HOSCH now uses the empty space in the main factory for building up production lines for new products.

"In the new warehouse, we have enough room for processing all our orders quickly and reliably", Plogmaker says and points to huge heavy-load shelves on the wall. Pallets and boxes are piled up on four levels. Tubes, steel cylinders, screws and threads are arranged accurately. On a workbench, there is a scraper system



The warehouse in Factory II is well arranged

ready for the final assembly. "We store all our saleable products and prepare them for shipment", says Plogmaker. In addition to the large workshop with a storage capacity of more than 240 pallets, the new building complex has a common room and an extra office for the warehouse administration.

### A team which works well together

Together with Hans-Achim Schubert, Carsten Schwerin, Peter Müller and David Gabor, Helmut Plogmaker is part of the storekeeper team of HOSCH factory II consisting of five people for the time being. "We are a troupe that work well together and have already been co-operating very well in the main factory building". When Peter Müller retires in the autumn of 2008, David Gabor – who has been working for HOSCH since 1st March – will take over his duties.

### A good solution has been found

"It was important for us to make additional room for the production of new items in our company headquarters", Managing Director Eckhard Hell says. "The need for more production capacity has been rising in the last few years. However, we have found a very good solution with the new workshop, which is ideally, situated so close to the existing building".

## Working Under Palms

Lush plants adorn HOSCH India

Colourful flowers and lush green bushes: Magnificent plants flourish around the HOSCH Company building in India. Whether as a decoration of the paths or in elaborately laid out flowerbeds – the flowers, bushes and palm trees do not only delight the staff and the customers of HOSCH India, but first and foremost Madan Mohanka, the owner of the MM Group of Companies. The HOSCH business partner in India loves a lush flora – the buildings of his other companies are also decorated with a variety of flowers.



Green Oasis: The plants around the HOSCH India buildings create a friendly atmosphere

Whenever Madan Mohanka visits the HOSCH joint-venture company in Kolkata, he personally looks after the plants, which reward him with lavish growth for this very special care. "He knows exactly where to find which flowerpot and which palm tree", says Satish Kapoor, General Manager of HOSCH India. Whenever Mohanka returns to India from his trips to Germany, he takes new flower and plant seeds with him. But different from the rather cooler temperatures in Central Europe, in India the colourful splendour blooms all through the year due to the mild climate.



The three men at HOSCH Italia (from left): Mario del Pezzo, Gerardo Fernicola and Roberto Capone

## Commitment for Enel

HOSCH convinces Italy's biggest electricity supplier

Venice, Perugia, Brindisi – during the last few months, the HOSCH Italia team have travelled extensively, their efforts however have proved to be well worthwhile. Together with his two employees Gerardo Fernicola and Roberto Capone, General Manager Mario del Pezzo has carried out many successful visits to Enel, Italy's biggest electricity supplier. In several of the power stations operated by the international energy giant the youngest daughter company has time and again proved the efficiency and reliability of the HOSCH technology.

“It was basically a question of how to solve the customer's carryback problems and how to remove the surplus material more efficiently than any competitive systems”, says Mario del Pezzo. For example, the power station Fusina near Venice previously used a competitor's scraper system with disappointing results. “We installed 25 B6 scrapers on their belt conveyors”, says del Pezzo. “In addition, we agreed that we would carry out servicing at 20 day intervals in order to achieve the best possible cleaning efficiency”. HOSCH Italia also notched up positive results in the power station of “Torvaldaliga” near Rome, the power station in Brindisi and with two C2 scrapers in the coal-fired power station of “Bastardo” in Perugia. Not wanting to rest on their laurels, HOSCH Italia are already contemplating the next projects at the Enel locations in Porto Tolle and La Spezia.

### Three men – one Team

The team that Mario del Pezzo has put together is now capable of fulfilling all the outstanding tasks. “I am so pleased that we now have Roberto Capone as part of our team, a qualified and experienced man”, the General Manager says. “As a service technician, he has a wealth of experience in the cement, steel and energy industries”.

## Personnel Ticker

### +++ Lady Luck+++



Sometimes lady luck can be on the small side: For Ola and Maciej Majewski – employee at HOSCH Polska – this stroke of luck is called Grzegorz. The little one was born on 26th July 2007. At the birth he weighed 3.6 kg and was 56 cm tall. Since then, Grzegorz has developed into a terrific kid and keeps his parents on the go. His family affectionately call their first son “Grzesiu”. The HOSCH news send their best wishes belatedly and wish the parents and all the family much joy with the offspring. By the way, little Grzegorz was born on the same day as some famous personalities – such as rock legend Mick Jagger, US actor Kevin Spacey, author Aldous Huxley (Brave new world) and the late director Stanley Kubrick.

### +++ Women Power Down Under +++



Two new female employees join the daughter company HOSCH International in Australia. In

March 2008, Marcella Cutler (30, left picture) joined the team as an accountant and she was followed soon after (in mid April) by Samantha Fallon, as secretary. In addition to her job with HOSCH, Samantha studies business management. In her leisure time she enjoys anything associated with sport, (especially yoga) and being with the three men in her life: her boyfriend Daniel and her two dogs Roxy and Floyd. The same applies to Marcella Cutler. It is very important for her to spend her time with her husband and her son Brandon, (who is almost 2 years of age). The psychologist with a university degree had worked in the field of personnel matters for about eight years before she started her job with HOSCH. As part of James Stamelos team she is looking forward to the new challenges ahead.

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

Peter Müller: 20 years  
 Helmut Kretschmar: 15 years  
 Helmut Plogmaker: 15 years  
 Bernd Schuster: 15 years  
 Janina Heberling: 10 years  
 Frank Giove: 10 years

# Enquiry

Brazil, India, Poland, Spain and Australia – all are places that people would like to spend their holidays, HOSCH employees are on duty all around the globe to construct rollers and scraper systems, prepare them for operation at customer sites and service them. In our last issues we introduced many of the hard-working employees – from the receptionists to the workshop supervisors. But where do our HOSCH teams actually work? In the present issue of our series “Enquiries” we have focussed on the cities, where our HOSCH subsidiaries are located.

## HOSCH INTERNATIONAL PERTH (Population: appr. 1.5 million)



The skyline of Perth

Strictly speaking, Perth is a “small town” with only about 13,000 residents. Those who speak of the West Australian town, however, in most cases think of the “Metropolitan Area Perth”, which consists of 30 additional independent communities in the peripherals. With about 1.5 million residents Perth therefore has to be assigned to the big cities. With up to 14 hours of sunshine per day Perth, which is located on the Indian Ocean, is called “Alunga” – city with a lot of sun – by the Aborigines. In the city centre you can find banking areas and the stock exchange, the entertainment district Northbridge and a long shopping street. “Life and soul of the city” is the Kings Park, an area of 400 hectares in the outskirts of the town with botanical gardens, restaurants, sports facilities, memorials and picnic sites.

## HOSCH DO BRASIL BELO HORIZONTE (Pop.: appr. 3.1 million)



Broad streets are typical of Belo

“Beautiful horizon” is the English translation of the name of the home town of HOSCH do Brasil. The metropolis is the largest economic centre in the south of Brazil with most of the industrial plants located in the region of Minas Gerais. The city is reputed to be one of the best places to live in the whole of Brazil. Also for tourism the region becomes more and more attractive. Wide main roads and a lot of green areas are the main features of the city. Leisure activities are offered by various theatres and a manifold gastronomy. Also the “Mangabeiras” Park which offers its visitors a marvellous view to the beautiful horizon of the metropolis is worth a visit.

## HOSCH FRANCE RÉAU /MELUN (Population: 700 / 37,500)



The palace of Vaux-le-Vicomte

Réau is the smallest of the “HOSCH towns”. Just about 700 residents live in the community on the Seine. The capital Paris, however, is only about 50 kilometres away. In the immediate vicinity you can find the town Melun, which has already been described as a significant settlement in the very first records of the Gallic War (appr. 50 B.C.). A special place of interest in today’s Melun is the palace Vaux-le-Vicomte with its palace gardens, which served as a model for the palace of Versailles. Especially in the evenings, when the palace is bathed in candlelight, a visit is worthwhile. If you meet persons in uniform in Melun, you shouldn’t be surprised – Melun is the headquarters of the officer candidate school of the French Police. With Anna Gavaldà, authoress of the best-seller “Ensemble c’est tout”, the town has its own famous resident.

## HOSCH FÖRDERTECHNIK RECKLINGHAUSEN (Pop.: 120,000)



The Town Hall in Recklinghausen

The district of Recklinghausen is situated in the north of the Ruhr area between the rivers Emscher and Lippe. The region is characterized by a sound mixture of industry, nature and culture. Cycle tracks and bridle paths stretching for miles as well as canals and waterways are inviting for sporting leisure activities. Also culturally the hometown of HOSCH has a lot to offer. From the tradition “culture for coal” the “Ruhrfestspiele” have developed, an annual theatre festival, which meanwhile has gained a good reputation all over Europe, and which was able to attract stars like Kevin Spacey. The building, which had received a prize for architecture in 2001, is also the domicile of the orchestra “Neue Philharmonie Westfalen”. Attractive day-trip destinations are the zoo, the observatory and a listed transformer station, which affords an insight into the history of electricity. The structural change becomes especially obvious in the “Landschaftspark Emscherbruch”. Here, former slagheaps have been redesigned into a sporting, recreation and cultural park.



# Enquiry

## HOSCH GB THORNABY ON TEES (Population: 23,000)



The small town of Thornaby is situated idyllically in the county of North Yorkshire in the north of England, directly on the river Tees – this is what gave the town name its lovely addition. Originally the village was founded by a Viking called Thormad or Thormorth. Today the town has

about 23,000 inhabitants. The region is well-known for ship-building and engineering capabilities. In addition to this the British Airforce had stationed some squadrons there for a long time – remains of the airport “Aerodrome” and a monument still witness to the aeronautical history. Ancient half-timbered houses and modern buildings are alternating in the streets of Thornaby. In the historical churches from St. Peter to St. Paul visitors have the opportunity to submerge into the past.

## HOSCH HELLAS THESSALONIKI (Population: 364,000)



View to Aristotle Square

Who wants to catch a perfect view onto the Olymp, is just right in Thessaloniki. The capital of the Macedonia region is located just vis-a-vis to the mountain of the gods. 2300 years of an exciting history with traces left behind by the Romans, Byzantines and Ottomans have formed the

picture of the commercial centre. As the second largest town of Greece, after Athens, Thessaloniki is the economic centre of Northern Greece. The history of the town is also reflected on the ancient Modiano market and in the narrow and winding streets of the upper old town. Numerous Byzantine and early Christian churches in the historical centre of the town are part of the UNESCO World Cultural Heritage. It's the change of tradition and modern lifestyle, which makes the charm of the university town. From the White Tower, the central spot of the town, you have a view onto the seafront promenade with cafes, the Thermaic Gulf, wide boulevards and modern buildings, which alternate with historical monuments and places.

## HOSCH INDIA KOLKATA (Population: appr. 5 million )



Kolkata's temples

About 5 million people live in the Indian city of Calcutta. Taking into account the entire region of the metropolis, it's even nearly 15 million. The city, which has officially be renamed Kolkata in 2001, is on the one hand a symbol of the misery of

parts of the population, on the other hand, however, rich in cultural variety. The largest library of the country with about nine million books can be found here. In 29 theatres and 33 museums visitors and locals can get a live experience of the Indian culture. The residents are proud of the flourishing film industry – Kolkata is regarded to be the capital of the Indian “author's film”. The Victoria Memorial, built of white marble, with gardens and watercourses witnesses still today – as many other buildings – of the colonial age. The heart of the city is the “Maidan Park”, one of the largest parks of the world, where residents of all classes meet for exhibitions and meetings, sporting activities and leisure.

## HOSCH ITALIA MILAN (Population: appr. 1,3 million)



Shopping on the Piazza del Duomo

Milan is Italy's largest industrial metropolis and at the same time one of the most important industrialized areas in Europe. Half of the major companies are situated here. Therefore the canals, the “Navigli”, which had been designed by Leonardo da Vinci in the 15th century, were of great importance for the commercial centre. Also the famous fresco “The Holy Communion”, which is exhibited in a Milanese museum, gives evidence for the most famous inhabitant of the town. For friends of the opera a visit of the legendary opera, the “Scala” is simply a must. The cathedral of Milan presents a masterpiece of the Italian Gothic period. And of course Milan is also a fashion metropolis – fashion victims like to stroll through the “Galleria Vittorio Emanuele II”, a splendid shopping arcade. The Milanese keep their fingers crossed for two internationally successful football teams: AC Milan and Inter Milan.

# Enquiry

## HOSCH POLSKA Wroclaw (Population: 635,200)



**The Town Hall; the town's landmark** on the river Oder the reputation as the scientific centre of Poland. With 141,000 students Wroclaw is also a very lively town at night. Especially in the pubs and clubs around the old market in the town centre – with the town hall as its centre. Culturally the Polish town, which has a long tradition in mining and agriculture, has a lot to offer with its nine museums, ten theatres, one opera and a philharmonic concert hall. Each year a whole string of events attract international guests, among these classic festivals, jazz events and an international film festival.

## HOSCH SOUTHAFRICA JOHANNESBURG (Pop.: appr. 3.2 million)



**Downtown Johannesburg** The “City of Gold” – that’s the nickname of South African Johannesburg, “Joburg” in short. And gold is still the economic backbone of the metropolis at the Witwatersrand. All mines as well as industrial and banking companies are located here. The stock exchange, which has been founded in 1887, regulates the whole capital market in Southern Africa. With its favourable transport links Johannesburg serves as hub for many travellers in South Africa, but it has also tourist attractions itself. The theme park Gold Reef City gives an impression of the lives of the former mineworkers. Northwest of the town you can find the “cradle of the human race”: in the “Sterkfontein-Caves” the “Australopithecus africanus” has been found, so far the oldest complete skeleton of an early human being. In 2010 Johannesburg will be in the limelight as venue for the final of the Football World Championship.

## HOSCH IBERIA BARCELONA (Population: appr. 1.6 million)



**View from Park Güell over the town** Barcelona, located at the north-east coast of the Iberian peninsula, is a popular tourist destination. The centre of the second largest Spanish city is the Plaça de Catalunya. Within walking distance there are the Roman ruins and the medieval town as well as a large number of buildings of the modernism. Still today numerous architectural masterpieces, like the Cathedral of Saint Eulalie, the Plaza Real and the town hall, give evidence of the medieval town. The best known street of Barcelona is the promenade “La Rambla”. Here you can find flower and bird dealers, bookstalls, street musicians, acrobats, restaurants, a huge market and the world famous opera Gran Teatre del Liceu. Art lovers will find what they are looking for in Park Guell by Antoni Gaudi and the Joan Miró and the Picasso Museum.

## HOSCH COMPANY OAKDALE/PITTSBURGH (Pop.: appr. 2.8 million)



**Pittsburgh – “Steel City”** Only a stone’s throw away from the large industrial town of Pittsburgh there is Oakdale with around 1,500 residents. Rich in raw materials, like hard coal and natural gas, with favourable shipping routes Pittsburgh has grown into the centre of the steel industry – and is therefore called “Steel City”. Its second nickname is “town of the bridges”, because it has 446 bridges and with that even more than Venice. At historical exhibits visitors can learn about the production and manufactures of the town, metal and steel goods, glassware and textiles. They are exhibited in the “Senator John Heinz Regional History Center”. The four significant Carnegie Museums in Pittsburgh, which concentrate on natural history, science, art and the artist Andy Warhol, also provide space for a large dinosaur collection, high-tech simulators for natural scientific experiences and fascinating works of art.

Exchanging information and getting to know each other better – the series “Enquiry” helps you to overcome the great distances between the HOSCH subsidiaries. In our next issue we will continue our introduction of HOSCH staff around the globe.



Cheers, HOSCH do Brasil! The employees drank together to the 10th anniversary

## HOSCH do Brasil at Full Throttle

South American Daughter Company Celebrates 10th Anniversary

At full speed towards success – for HOSCH do Brasil the current trend has only one direction: upwards. In the past two years, the daughter company situated in Belo Horizonte, a metropolis with several million inhabitants, has made rapid progress. The end of this expansion is still out of sight. However, in between there was time to have a breather. The celebration of the 10th anniversary of the company was on the agenda.

On March 10, 2008 all the employees joined in order to celebrate the event together. They had a great deal of fun,

talked a lot and ate delicious food. They also drank beer out of individually designed steins – “10 años“ was written on one side, a HOSCH module man was engraved on the other side.

### Congratulations from Germany

During the party, Managing Director Peter Petzold seized the opportunity to thank his staff for their immense effort and their excellent performance – after all, the team managed to win the HOSCH Award for Brazil in 2007. Words of praise also came from the company headquarters in Recklinghausen: “We hope that all of you will

continue to enjoy their respective positions in our Brazilian company and will keep up their motivation for a long time”, said a congratulatory fax from company founder Hans-Otto Schwarze and Managing Director Eckhard Hell. “We are keen to see the development of HOSCH do Brasil within the next 10 years”.

### More employees – larger buildings

Together with his team, Peter Petzold is heading in the right direction. Since 2006, they have managed to move the company forward in enormous steps. “We have consolidated our position in Brazil and are now also looking beyond our national borders,” Peter Petzold says. Meanwhile, the Brazilian daughter company is in charge of the whole of South America. The number of employees has increased from originally 5 to 13 at present; it is planned to employ two more people in 2008. For that reason, it is required to also increase space in the company buildings. “Our warehouse is well organised, but it is bursting at the seams”, says Peter Petzold. An additional workshop has been rented to resolve this matter swiftly. It is planned to move HOSCH do Brasil in 2009 – larger facilities will then make further expansion in the future possible.

## Hospitality in Brazil

Managing Director Eckhard Hell paid a visit to the South American daughter company



For three days, Eckhard Hell was the guest of HOSCH do Brasil. Following an extensive tour of the company, on the second day there was a visit to a

customer on his agenda: to the Brucutu iron ore mine (see also the report in the HOSCH news 2/2006). In the mine, which had been inaugurated in the autumn of 2006, Mr. Hell convinced himself personally of the perfect performance of the HOSCH technology. At the moment, there are about 90 scrapers installed in the mine.

### Interview during dinner

“It is important to be reachable for the customer on site”, says Eckhard Hell. This also applies to Brucutu. HOSCH do Brasil employee Reinaldo Luiz de Paula looks after this mine, which is

about 110 km away from Belo Horizonte. After the trip to Brucutu, the 48-year-old invited the visitor from Germany into his house. They had a tasty meal together, but professional matters were not left out completely. Eckhard Hell and HOSCH do Brasil Managing Director Peter Petzold interviewed Reinaldo’s son Gabriel for a job. The outcome: The 18-year-old has been supporting the team in Brazil since 1 March. At the close of this trip, Eckhard Hell once again talked to all the employees. His conclusion; “They are a great and highly motivated troupe, who will be able to achieve a lot together in the future”.



Neat work: The new HD scraper supplies excellent results

## HOSCH S.A. Produce HD Prototype

Eldest daughter company has started with the production of the new HD03 pre-scraper – trial runs at customers look promising

“The new HD03 scraper is almost more exciting for us experts than the invention of the wheel”, says Johan de Koker, General Manager of HOSCH South Africa, with a wink. A considerable amount of pride is discernible in his enthusiasm – as the eldest HOSCH daughter company has been chosen to manufacture the prototype of the new scraper.

In March 2008, Werner Schulz, Technical Manager in the HOSCH headquarters in Recklinghausen, set off for Johannesburg in order to prepare the production and to supply the employees on site with the necessary production know how. Training was one item on the agenda, but also the task to manufacture a complete scraper type HD03, to install it and to make a trial run.

### First prototype after four days

“The employees were highly motivated, very briefly we had manufactured all the clamping, welding and casting devices for the mass production of the new system”, Schulz praises the co-operation with the team in South Africa. The powerful machines of the daughter company also made a considerable contribution to the successful outcome: A new



Guests to HD premiere: Dries and Riaan

CNC machine for manufacturing the individual parts was put into operation mainly for the production of the new scrapers. Finishing the modules, putting the tungsten carbide tips on the HD modules, fitting the modules and producing assembly carrier elements and mounts – all these steps went very quickly and without any problems”, Werner Schulz says. After only four days the employees held the first HD prototype in their hands.

### Final rehearsal at training conveyor

The next morning, the HD scraper had its première at the company-owned training conveyor belt: “So as to be able to test the performance of the new system thoroughly, we deliberately built in a disruption on the surface of the belt conveyor”,

says Schulz. No problem for the type HD03, which impressed everybody by its operational safety and efficiency. To sum up the trip to South Africa: The department of research and development was able to collect important ideas for the future product improvement and HOSCH South Africa is now able to produce, install and service the new scrapers independently.

### Regular customers test new technology

During the internal training Dries Maritz and Riaan Kernekamp, two executives of Kumba Iron Ore, a regular HOSCH customer, were present in Johannesburg in order to take a look at the most recent development. This company that is situated in the Northern Cape province, at present relies on about 400 scrapers already, which are taken care of and serviced by two HOSCH teams on a daily basis. After the presentation, Dries and Riaan are convinced of the new product: “We are going to modify our conveyor belts in such a way that we will also be able to use the new technology”. In the meantime, the première of the new scraper has already taken place. At the end of March 2008 the first scraper systems were put into operation at the South African company Xstrata Wonderkop.

### Premiere at Xstrata



“We are happy to be among the first customers to use the new scraper in practical application”,

says Xstrata Engineer Kobus Visser (photo). He and his colleagues are enthusiastic about the performance of the HD03. In order to detect possible disturbances during the trial run of the new scraper and to respond to them quickly, Xstrata Wonderkop promised to give HOSCH their best possible support in checking the systems. The employees of the mining company will control the HD scrapers regularly – and thus assist HOSCH in further improving the performance of the scrapers.

# A New Home Down Under

Out of the English rain into the sunshine of Perth: Emigrant Martin Kirk strengthens the HOSCH International team

On a holiday trip, the English mining engineer Martin Kirk and his family fell head over heels in love with the world “down under“. The Kirks very quickly decided: “We will emigrate“. Fantastic support awaited them in their new home: Martin’s brother Phil has been living in Perth for many years and he considers himself a real “Aussie“. Job-wise Martin Kirk also gained a firm foothold very quickly – as the latest member of the HOSCH International team.

“My colleagues gave me a very warm welcome”, said Kirk. When he made the decision to take a job on the other side of the world, the working day for the 48-year-old changed a lot. When he was an engineer in the local mine in the small English town of Ollerton, he supervised a team of mine workers – in Perth and the surrounding area, he now travels to different HOSCH customers. Being a school friend of HOSCH GB Manager David Patterson, Martin had by chance heard of the vacancy at HOSCH International and made a quick decision that he needed a fresh challenge. Nowadays, he flies throughout the whole of Western Australia on a regular basis and supports the company’s activities on site with the installation, service and repair of the HOSCH technology. “In my duties, it is

quite thrilling that the companies that I look after produce a variety of completely different things. In addition, I get to know my new home country much better through my regular flights”.

## Real outdoor fans

The Kirks like to explore their new environment together – the temperate climate has turned them into real “outdoor fans”. “My ten-year-old daughter Jessie would like to be on the beach or in the parks all the time”, the father of the family says. He had been used to the rainy English weather before. Just before New Year’s Eve 2007, shortly after their arrival, the emigrants rented a small house in Port Kennedy, a quiet suburb of Perth. When Martin Kirk travels the region for HOSCH, his wife Hazel (38), in her everyday life, can rely on his brother’s support, Phil lives in the immediate vicinity together with his family. When the search for a house was over, he actively supported the Kirks with the purchase of a car. Martin commented, “In England, we would never have bought a brand new car, but here they are a lot cheaper”.

## Living in a city with over a million

Subsequent to the exciting first few weeks, Australian everyday life has in



The Kirks: Lucille, Nathan, Hazel, Jessie and Martin

the meantime begun for the Kirks. For the time being, wife Hazel, stays at home as the calming influence of the family. Daughter Jessie attends the fifth year of primary school, making new friends and getting used to the different teaching style. Grown-up son Nathan (23) and his fiancée Lucille (24) have also emigrated with the family; they applied for a student’s visa, Nathan enrolled at Adelaide University for the international studies of mechanical engineering. There is still one member of the family that is missed dearly. “Unfortunately, we had to leave our 21-year-old son Leighton back in England so that he can there complete his apprenticeship to be an electrician”, his parents say. After he has finished his training, Leighton wants to come to Australia together with his girlfriend and start a new life in the southern hemisphere as well.



Good fishing: Gary Parson presents his catch

## Good Catch for HOSCH Company

Relax, be in a good frame of mind and enjoy nature: There is a saying “he who works hard, also deserves time out every now and then.” Gary Parson and Dennis Robinson, employees of HOSCH Company for many years, often spend their leisure time together, going on fishing expeditions. After a long cold winter at the HOSCH location Oakdale, near the steel city of Pittsburgh, the two look forward to finally taking in some fresh air again. Their first fishing trip in 2008 lead them from Pennsylvania directly to southern Alabama.

At Lake Guntersville, the two men fished a small club tournament with around 20 boats. As they do in their job, here they also showed their ambition – which was promptly rewarded. With a total catch of about 22 kilograms, Gary Parson won the hobby tournament. He was followed directly by his colleague Dennis Robinson in second place with about 18 kilograms. At the end both HOSCH employees agreed: “That was a good start which makes us expect a lot more from the remaining months of the finishing year 2008”.

## Kick off after Work

“King Football” reigns over the company headquarters in Recklinghausen

Attack, shoot – goal! “King Football” reigns over the company headquarters. In their leisure time, many employees who work in Recklinghausen exchange their work clothes for football attire and boots. Instead of working with scrapers, football takes centre stage.



Jan-Hendrik Niehues (right at the front) at the ball

Most of the HOSCH amateur footballers play at SV Hullern 68, a sports club located in Haltern, one of Recklinghausen’s neighbouring towns. Many HOSCH employees live in Hullern. Some of them even spend their leisure time together. Carsten Schwerin and Jan Sasse, two of the workshop staff, can be seen playing regularly on the local football pitch, Schwerin as defender and Sasse as midfielder. In the senior team, serviceman Sven Kroner shows his all-round talent with the ball. HOSCH now support SV Hullern as a club sponsor and provide both tracksuits and jerseys in HOSCH orange. Furthermore HOSCH also sponsor the club’s youth teams, in which Jan-Hendrik, son of Sales Manager Hans-Jürgen Niehues, and the seven-year-old triplets of serviceman Jörg Bresser play.



Triplets in action: Jannik, Marc and Dennis Bresser

### Our own HOSCH football encyclopedia

Some HOSCH employees are extremely knowledgeable when it comes to discussing both national and international football matters. Wolfgang Nawrocki, head of finance and accounting is considered by many to be a “walking football encyclopedia.” Nawrocki has an uncanny knack of being able to answer any questions regarding the German football league in great detail.

## Full Commitment from the Beginning

For more than 20 years, Engineer Gareth Morgan has been looking after the HOSCH technology on the British Isles

Gareth will probably never forget his first full day with HOSCH GB: On a Wednesday morning in March 1987 he started his new job, in the afternoon of the same day, he was underground in a mine in Wales, where he installed his first B8 scraper. Since that day the graduated engineer has installed, serviced, repaired and sold hundreds of scraper systems for HOSCH GB.

Even before Gareth Morgan joined the British daughter company, he was already familiar with the HOSCH technology. As a “Shift Charge Engineer” at CWM-Coedely Colliery in South Wales, responsible for a service and maintenance team, his daily duties included working with the B-series scrapers that were installed at the mine. The former British Sales Manager, Mr. Mike Garland, recognised Gareth’s particular skills and employed him as a Service Technician in

the company back in March 1987. “Originally, the position was meant to be on a part-time basis, but from day one I only ever worked full time”, says the Welshman, who is now 63 years of age.

### Out of the mine and into the office

During the early years Gareth Morgan continued to work underground with a mission to install and to maintain the HOSCH range of equipment. From the mine he later moved into the office. Promoted to the role of Regional Sales Manager, Gareth was responsible for the sales of the HOSCH products. Some of these business associates have now become good personal friends.

### Pleased with the development

After more than 20 years with the company, Gareth Morgan is completely satisfied with the direction and the development of the company. “Training is far

more available now than in the early days. Furthermore the number of employees has more than doubled.” Gareth now looks forward to another special occasion in 2008: He has been married to his wife Jaqueline for 40 years. He likes to spend his leisure time together with daughter Claire (35) and their granddaughter Carys (4) – being a proud Welshman he also sings in a male voice choir and supports the Welsh national rugby team.



Gareth Morgan and his wife Jaqueline



# Would you like refreshment?

Temperatures above 30° Celsius – when the sun is high in the sky, you should keep a cool head. This time, the HOSCH news reveals recipes for drinks and dishes that do not only refresh but also taste superb.

## Lucky Driver

### Ingredients:

2-3 cl grenadine syrup  
2 cl lemon juice  
8 cl orange juice  
4 cl passion fruit nectar

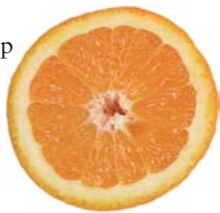
### Preparation:

Put all the ingredients and four ice cubes into a shaker. Shake heavily for about 15 seconds. Now filter the drink into a long drink glass.

## Tutti Frutti

### Ingredients:

2 cl cream  
4 cl passion fruit syrup  
5 cl orange juice  
5 cl pineapple juice  
lime syrup



### Preparation:

Put some ice cubes into a shaker, add passion fruit syrup and a splash of lime syrup. Add the juices and finally the cream. Shake heavily for a while and filter into a long drink glass with fresh ice cubes.

## Caribbean Dream

### Ingredients:

2 cl cream  
4 cl Batida de Coco (coconut liqueur)  
4 cl orange juice  
9 cl pineapple juice  
4 cl white rum

### Preparation:

Shake all ingredients heavily in a shaker with two or three ice cubes and filter into a long drink glass filled with some ice cubes. Put a slice of orange or a piece of pineapple on the brim of the glass for decoration.



## Apple fruit cocktail

### Ingredients:

750 g apples  
2 tbsp. water or wine  
100 g sugar  
1 lemon  
1/4 l rose-hip or sea buckthorn syrup  
1 l vanilla ice-cream

### Preparation:

Peel apples, cut in pieces, boil in water or wine until soft. Pass boiled apples through a sieve, then season with sugar and lemon juice, leave to cool. Stir rose-hip or sea buckthorn syrup and half the vanilla ice-cream in the apple purée and beat with a whisk until frothy. Fill mixture in chilled glasses, spread small scoops of remaining ice-cream on top and serve with straw and teaspoon. Tip: Instead of sea buckthorn syrup, you can also take raspberry syrup.

## Ice-cold wine melon

### Ingredients:

1 watermelon (approx. 1 kg)  
1/4 l dry red or white wine  
fennel honey for sweetening

### Preparation:

Take pips out of the melon. Purée the fruit pulp. Mix purée with wine and honey. Put into the fridge for at least two hours. Prior to serving stir well with a whisk.



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