

HOSCH *news*

The International HOSCH Magazine



- **A Small Cog in the Big Machine**
With HOSCH Technique Through the Gotthard Tunnel
- **Milestone in Company Architecture**
Opening of New Company Building in Kolkata
- **The Three Ladies of the Head Office**
Portrait of the Assistants to the Management
- **A Symbol of Progress**
Inauguration of New Building in South Africa



Editorial

Huge Potential

Dear HOSCH Employees!

Two outstanding events in the past few weeks show very clearly that HOSCH grows world-wide. With the new and attractive company buildings in India and South Africa, which were formally inaugurated in April and May, we have added two additional elements to the already existing HOSCH owned properties. They are milestones and an unmistakable sign of the continuous progress and the world-wide expansion of our company.

We do, of course, only make investments in places where these are worth while and where the markets show that further business can be expected. We already have ideas to erect some more new buildings; there have already been some initial discussions with the Managers in charge. In future issues of the HOSCH news, we will certainly be able to report on the erection of additional HOSCH company buildings.

We are very much convinced of the fact that there is huge potential for HOSCH all over the world. But we will only grow as a team, in which the individual members are willing to support each other and learn from one another. Building bridges across continents and countries in the past has resulted in stable connections that can take a great load; this becomes apparent by our new company locations. This development fills us with pride and pleasure. We express our special thanks to our teams in India and South Africa for their excellent work and congratulate them on their successful performance.

Sincerely yours

Hans-Otto Schwarze

Eckhard Hell

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Ready to Start: HOSCH Company Takes Powerful Trailer on Tour

HOSCH Company Goes on a Long Tour

In the summer of 2007, the American daughter company starts a promotional tour to celebrate its 25th anniversary

White, orange and some black: The brand-new pickup truck – a Chevrolet Silverado – complete with trailer radiates in the typical HOSCH colours. In the summer of 2007, some HOSCH Company employees will take the truck on a long promotional tour – in order to commemorate the US daughter company's 25th anniversary. From the company headquarters in Oakdale close to Pittsburgh, they will go on their way through seven sales areas. One of their first stops will be a golf tournament sponsored by HOSCH in Kentucky on 23rd June 2007.

Filled to the brim with a lot of technology, the small trailer of the promotional van turns into a mobile exhibition area. A video clip shows the theoretical operation of a HOSCH scraper. At the back of the trailer, the customers can convince themselves very closely of the performance of the scrapers. An HFA type C1V demonstrates the scraper's cleaning efficiency. An HFA type C2 fixed to the bottom of the vehicle shows the disengaging device. Just one step to the other side of the trailer leads to another highlight: To a refreshment centre with ice-cold drinks.

70 Years, So What?!

“Aging is a bad habit which a busy man should not give rise to from the start”, the French author André Maurois said once. This sentence also applies perfectly to HOSCH founder Hans-Otto Schwarze. His 70th birthday on 16th May 2007 – at best a trivial matter for him. Hans-Otto Schwarze keeps fit by doing his rounds on the golf course regularly; in the past he was also a passionate tennis player. When the weather is fine, he often drives in his convertible. You rarely see him outside with his dog Knut, whom he loves dearly; however, it is rather his wife Doris's job to take the dog for a walk. Hans-Otto Schwarze has a very close relationship to his daughter Cornelia, a lawyer specialised in family law in Wanne-Eickel, and his two athletic grandsons, Tim (20) and Tobin (15). Together with his family and friends, the company founder had planned to have a big birthday party on 19th May. Unfortunately, he was forced to cancel the party at short notice for personal reasons. But the celebration has not been cancelled for good: “Une Fête de Méditerranée” will take place in the Schwarze's garden later this summer.

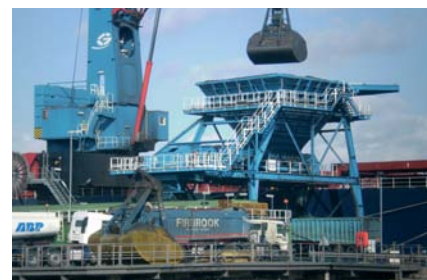
Tracker Rollers Bring Coal Conveyor Belts on Course

HOSCH GB was convincing in the docks of Immingham – scrapers on trial

From the water to the rails: In the docks of Immingham near Grimsby in Middle England, one of the British docks, which are growing most rapidly, a new coal terminal was put into operation in the middle of the year 2006. There the “black gold”, which is delivered from all parts of the world is loaded onto wagons and transported directly to various coal-fired power stations by railway. After several incidents and problems with another system HOSCH GB installed two HOSCH tracker rollers onto the coal conveyor belts – and brought the belts back on course.

Eddie Presch, Ian Horsfield, Simon Hutchinson and Dave Smith from HOSCH GB took care of the installation of the tracker rollers on the 1.8 m wide reversible conveyor belts. “Each tracker roller has a weight of 250 kg”, says Eddie Presch. “It was a very interesting experience to install them in a height of 8 metres, with a view onto a tangle of steel struts, posts and railings.” On the 3rd March 2007, the first ship was unloaded without a hitch over the new HOSCH tracker rollers: the “Fero Goa” – filled with 110,000 tons of coal from China. In addition to the tracker rollers

the coal conveyor belts shall now also be equipped with HOSCH scrapers – at the moment these are still on trial in Immingham.



HOSCH Ensures Smooth Coal Loading



Interim Goal Achieved: Construction Workers Celebrate Opening of Eastern Tube in Faido

A Small Cog in the Big Machine

The world's longest railway tunnel is built under the Gotthard Massif – equipment supplied by HOSCH ensures perfect operation of tunnel excavators and processing plants

Ear-splitting noise. Fine dust is in the air, like an impenetrable veil – swirled up by a powerful tunnel excavator. Centimeter by centimeter, the 10 meter wide drilling head sinks deeper and deeper into the mountain. There are about 2,500 meters of rock above: the Gotthard Massif. The longest railway tunnel in the world with a length of 57 km is currently built under the Swiss Alps, to be completed in the year 2018. Involved in the project: scrapers from HOSCH. All four tunnel excavators as well as most of the recycling plants are equipped with high-quality technology from Recklinghausen.

“I feel like being part of this construction site, like a small cogwheel that makes its contribution to the successful outcome of this gigantic project”, HOSCH employee Uwe Machaczek says. In 2002, the serviceman installed his first scrapers at the Gotthard construction site. Since then, the 40-year-old makes his way there once a month in order to service the scrapers on site and to replace wearing parts.

Enormous Dimensions

What looks rather inconspicuous from outside, reaches dimensions inside the mountain that cannot be compared to a

normal construction site. “You only see a big hole in the mountain”, Uwe Machaczek says. The tunnel has five entrances: Erstfeld in the North and Bodio in the South; in between, there are three further access tunnels in Amsteg, Sedrun and Faido. At the individual entrances, only some gravel and rock recycling plants show that there is construction work going on at the Gotthard Main Tunnel. However, the really exciting things happen under ground: A total of four tunnel excavators – each of them more than 400 m long – of the German company Herrenknecht ceaselessly eat through the rock from two directions.

That way, they make room for two tubes, through which the trains are going to run later on.

HOSCH is Represented at all the Construction Sites

In 1996, the first blasting works for the access tunnels began. In November 2002, the tunnel excavators started to operate. "The conveyor belts, on which the rock is being transported out of the mountain, were at first equipped with the scraper system of a competitor, which, however, did not work in the best possible way", Uwe Machaczek says. Shortly after the beginning of the excavation work the serviceman installed the first HOSCH scrapers. Today six HOSCH scrapers type B6 at each of the tunnel excavators ensure smooth operation. In addition to the tunnel excavators, there are 45 scrapers type C1 and B6 in operation in the gravel pit and concrete works in Bodio and also in Faido. In Sedrun, 20 HFA type B6 clean the con-

veyor belts underground. Uwe Machaczek: "HOSCH is represented at all the construction sectors."

Out of the Mountain for the Mountain

At the Gotthard Main Tunnel, more than 400 workers take approximately 24 billion tons of rock out of the mountain until the completion of the tunnel. This amount would be sufficient for building five Cheops pyramids. Most of the extracted stone is crushed, recycled and processed to high-quality concrete used for construction. The tunnellers use it for finishing and lining works at the tunnel. Out of the mountain for the mountain – recycling the material with a minimal load to the environment already played a major part in the planning phase of this gigantic project. HOSCH is also involved in the rock recycling: Uwe Machaczek has equipped the concrete machines with HOSCH scrapers.

Bustling Activity at the Gotthard: Erstfeld Train Loading Station



On Duty at the Gotthard: Once a Month, Uwe Machaczek Travels to the Construction Site

Friendships have Developed

Machaczek has been working for HOSCH as a service technician and selling serviceman since 1991. For HOSCH, he mainly travels through the south of Germany and Switzerland. Uwe Machaczek will be busy with the Gotthard construction site for quite a long time. From his home village Flourn-Winzeln near Rottweil in the south of Baden-Württemberg to the north entrance of the Gotthard Main Tunnel in Erstfeld in Switzerland, he has to drive about 240 kilometers. To the south entrance in Bodio, it is another 60 kilometers by car. The tunnel works will last for at least another seven years. "Meanwhile, I have met many people there. Some of them have become real friends and I already look forward to my next visit there."

At 250 km/h through the Tunnel

From the opening of the tunnel until its final inauguration, it will take another few years. Provided that everything continues to go according to plan, the first trains will run through the tunnel in 2018 – at a cruising speed of up to 250 km/h. Passing through the tunnel will take about 20 minutes. An experience which Uwe Machaczek does not want to miss. "In any case, I will at least pass through the tunnel once", he says. He will probably do that with a feeling of pride – after all, he is also one part of the gigantic machinery which has made this unprecedented building possible.

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Translation:

Hella Pankoke, Brigitte Rutz,
Christine Mc Donald

Employees:

Shona Cameron, Detlef Domke-von
Bichowski, Deborah Evans, Randy Gard-
ner, Satish Kapoor, Hella Pankoke, Peter
Petzold, Eddie Presch, Erica Radics, Mag-
dalena Sajko, Werner Schulz, Dave Smith,
Jens Südmeier, Claude Trumpf

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Claude Trumpf

Design:

Kerstin Rau

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

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New Version of a Powerful Device

The new tracker rollers type RG2 and RRG2 continue the success story of the previous model

“Living cell therapy” for a high-flier model: Based on the existing version of the tracker roller RG2 the HOSCH designers started to turn the high-performance tracker roller into a powerful multi-talent. The result: the tracker rollers RG2/RRG2.

Suitable for belt widths of up to 2.4 metres, the new version of the tracker rollers can be used for speeds up to 6 meters per second. With its conical outer roller, the tracker roller RRG2 is specialised on effectively guiding reversible conveyor belts. The rollers type RRG2 and also RG2 are designed



The New Tracker Roller RRG2 in Operation

in a modular system. With their variable modules an easy adjustment to existing belt constructions is possible, and installation and maintenance are much more comfortable.

Extension of the C-Product Series

Opencast Mining – A Special Field of Application: HFA type C4 demonstrates its performance on especially wide conveyor belts

Bigger, wider, faster: The opencast mining causes special problems for scrapers and belt cleaning systems. There are working conveyor belts with a width of up to 3.2 metres and speeds up to 7.5 m/s – and this up to 24 hours a day. And on top of that the conveyed material can be loamy and sticky or sandy and dusty. This challenge has been taken up by the HOSCH Department of Research and Development.



Trial of the New HFA Type C4

After tests and field trials with modified versions of C3 and B6 scrapers the HOSCH developers now present the answer to the extreme conditions: the new HOSCH scraper HFA type C4. The 240 mm wide, overlapping blades ensure complete cleaning. The patented pivoting axle of the modules allows the best cleaning results and makes installation and maintenance easy.

No interfering deposits of material

The extended module arms and the carrier tube, which has been fixed with an inclination of 45° to the belt surface avoid material deposits, which had caused problems in the testing phase. The new HOSCH scraper HFA type C4 can be equipped with a pneumatic or hydraulic disengaging device as an option. With this disengaging device the scraper can automatically be lifted off the belt and can later be put back into exactly the same working position.

The Three Ladies of the Head Office

All the international strings are pulled by the Assistants to the Management in the HOSCH headquarters in Recklinghausen

Core, head office and the ears directed to the world: Hella Pankoke, Brigitte Rutz and Janina Heberling pull the strings as Assistants to the Management in the HOSCH headquarters in Recklinghausen. From England to Australia, from India to Brazil – all the important news items come together in their offices. Not to lose track of what is going on – not an easy task, but a challenge that the three of them like to meet. Thanks to email, phone or fax, the top trio permanently bring the Management up-to-date and at the same time make sure that there is a good team spirit in the HOSCH family of companies all over the world.



HELLA PANKOKE

Make two phone calls, check Hans-Otto Schwarze's appointments diary, search for an important document for Eckhard Hell – doing all these things at the same time, that is part of a normal working day for Hella Pankoke. Since December 1998, the 48-year-old has been working in the HOSCH headquarters. "My job is

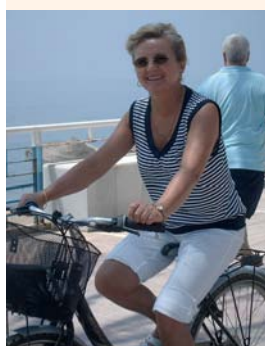
very interesting, but also quite exhausting", she says. She sees a welcome change from the demands of her work mainly in her family and her numerous sporting activities – from Nordic Walking to aqua cycling. She likes to go to the cinema and the theatre together with her partner Willi Spiekermann. At home she often shows her creativity as an amateur cook. For Hella Pankoke, home means a small village in the Muensterland. On the one hand, she enjoys the pastoral idyll there. On the other hand, she also likes to live so close to Muenster, a university town offering a wide range of leisure time activities. Hella Pankoke studied English and Spanish at Muenster University, originally to be a teacher. "Then I worked in England as an Assistant Teacher for a year and I took a translator's diploma at Cambridge University." Subsequent to her university studies, she completed a training course as an Assistant to the Management – thus having ideal prerequisites for her daily contacts to the HOSCH daughter companies all around the globe.



BRIGITTE RUTZ

Half-time job – full commitment. Brigitte Rutz works part-time at HOSCH in Recklinghausen, i.e. on four days in the morning. "I started full-time in October 1990", the 47-year-old says. After the birth of her son Fabian 13 years ago, she stopped working for 15 months and has been working only in the mornings

since then. On Tuesdays, when she is not in the office, she works on a voluntary basis at the "Tafel", a welfare institution for socially deprived people. Her free time is devoted above all to her son and her husband Ralf. They go swimming, shopping, to concerts and to the theatre. "The main thing is that my family is with me." The former stewardess has a lot of linguistic competence for her work with HOSCH. After the Abitur (A levels/SAT exam), Brigitte Rutz studied Applied Linguistics in Mainz and Heidelberg and took a diploma as a translator for English and Italian.



JANINA HEBERLING

Figures – that is Janina Heberling's world. Born in Poland, she has been working with HOSCH since 1997 and supports the Management in Recklinghausen in all matters concerning salaries and wages, balance sheets and financial reports. The 55-year-old finished her studies at Gleiwitz University as a Graduate Economic

Engineer. She then worked as a teacher, headmistress and schools inspector, teaching maths and physics. "When I came to Germany 20 years ago, I developed my knowledge of balance sheet and tax law", Janina Heberling says. In her free time, she likes to escape from the rational world of figures and devotes herself to painting – from rather small water-colour to large oil paintings. She is also very fond of books. "My husband sometimes calls me a reading addict." Janina Heberling is particularly proud of two "projects" in her life – her two daughters Antonina (31) and Katharina (29), both of them Doctors of Medicine.

Enquiry

To organise, to co-ordinate and to manage important appointments of their respective boss – the male and female Assistants to the Management are in charge of all these tasks. They also back the Managers in the HOSCH daughter companies around the globe. Usually, they are the faithful souls in the background – in our series “Enquiry”, they are now in the centre of attention.

HOSCH FRANCE MARYSE MONCOURIER



Age: 45

Some insight into my private life:

Together with my husband Alain, I live in the charming area around Fontainebleau. We have two children aged 25 and 28; they already left home a while ago. As a welcome

change, I love to go for long walks in the wood with my dog Rena.

With HOSCH since: 5th December 2001.

Before I joined HOSCH, I had a small business until my children were born. When the two of them were older and more independent, I was very keen on working again – so I joined HOSCH.

My greatest strengths: I always want to make progress and do my work in the best possible way.

My greatest weakness: I do not know any foreign language.

HOSCH SOUTH AFRICA ELIZABETH O'CONNELL



Some insight into my private life:

My father is from Switzerland, my mother from England. I was born in South Africa. I grew up in Johannesburg where I attended High School. At the beginning of the 60s I married my husband Brian; we have three

sons. I have quite a large family and many friends living all over the world. Whenever I have the chance, I like to visit them. In my free time, I am very fond of playing golf.

With HOSCH since: 1989.

Before I joined HOSCH, I helped in my father's confectionery business in the mornings. In addition, I played golf on five days of the week.

My greatest strength: Bookkeeping.

My greatest weakness: I am sometimes too soft and allow people to take advantage.

HOSCH POLSKA MAGDALENA SAJKO



Age: 40

Some insight into my private life:

I have been happily married to my husband Marek for 19 years. We have a son called Michael. We live in Wroclaw, where both of us have a job. Unfortunately, we do not have

any pets, as our flat is rather small. At the weekend, we often like to go for a walk in the mountains or visit old buildings and castles. For many years, I have been a passionate flamenco dancer and practice in a professional flamenco center in Wroclaw (see page 14).

My education: For 3 years, I studied Electronics at Wroclaw Technical University.

With HOSCH since: 1st June 2002

Before I joined HOSCH, I had worked in several German companies, such as CSB-System, Siemens and Endress+Hauser as a specialist in commercial and financial matters.

My greatest strengths: Meticulousness and conscientiousness.

My greatest weakness: Sometimes I am too meticulous.

HOSCH COMPANY GRACE BARKHURST



Age: 51

Some insight into my private life:

For 34 years, I have been happily married to my husband Don. We have two daughters, called Marcie and Michelle. We have thus far been blessed with two beautiful grandchildren: Aubry Krivak (born 15th December 2004) and Alec Krivak (born 27th February 2007). My favourite leisure activity is gardening. I have a small greenhouse and enjoy growing flowers and vegetables from seed. I also enjoy horseback riding and just anything that pertains to the outdoors.

My education: I have two years of higher education in accounting.

With HOSCH since: September 1991 – since 1992 as an Administration Assistant.

Before I joined HOSCH, I had worked for a Mortgage Insurance Company.

My greatest strengths: I am self-motivated and have good organisation skills.

My greatest weakness: I often tend to impose my own high standards to others, thus expecting too much of them.

Enquiry

HOSCH GB CLAIRE RACE



Age: 22

Some insight into my private life:

Together with my partner, I enjoy shopping trips and eating in nice restaurants – just the two of us or together with friends.

I also like to do sports. I am a member of

the local gym where I attend aerobic classes and carry out cardio exercises.

My education: After leaving school in 2001, I enrolled at the local college to study administration and secretarial procedures for a year. During my last week at college, I was approached by HOSCH.

Since joining HOSCH, I have continued my training over the past 5 years – among other things, in business administration, personnel management and shorthand.

With HOSCH since: July 2002.

Before I joined HOSCH, see above.

My greatest strengths: I am well organised, loyal and enjoy new challenges.

My greatest weakness: Sometimes I am too much of a perfectionist.

HOSCH INDIA RAJEEV BANERJEE



Age: 32

Some insight into my private life:

I am from a Brahmin Hindu family – we are still living together in an extended family.

My wife Srabani and I have a son called Rishi. I have taken a Master's degree in

painting, which is my passion. The two people I love best are my father and my son. My father taught me to be polite and honest in life. Again and again, my son gives me new strength.

My education: I did my schooling at Patha Bhawan Institute (1991). Later I graduated from Calcutta University (1997). I have a Bachelor's degree in accountancy (B. COM (HONS)).

With HOSCH since: 9th August 2005.

Before I joined HOSCH, I had worked as an Executive Assistant and Secretary to Managing Director at M/s. GOODHEALTH HERBAL PVT LTD. – an Indian company producing plant-based cosmetics.

My greatest strength: My honesty.

My greatest weakness: My son.

HOSCH INTERNATIONAL SHONA CAMERON



Age: 21

Some insight into my private life:

I like to meet my friends and seize any opportunity to go out with them and to go dancing. On the other hand, I also like to spend a lot of time with my family and to

play with my cute dogs.

My education: I completed a training course in economics.

With HOSCH since: 27th November 2006.

Before I joined HOSCH, I had worked as an Administrative Assistant in the Security Department of Great Southern Plantations.

My greatest strengths: I am self-confident, communicative and easy-going.

My greatest weaknesses: Sometimes I am too much of a perfectionist. In addition, I cannot resist chocolate.

HOSCH DO BRASIL LUIZA DE MARILAC ALVES PEREIRA PETZOLD



Age: 30

Some insight into my private life:

I was born close to Belo Horizonte (in Caetanópolis) and I have five brothers and sisters. One of my brothers lives in the capital Brasilia, my sisters in Vitoria at the

coast, together with my father. In 1998, I got to know my husband Peter Petzold, when both of us were working for ABB. I like to listen to music, read a lot and enjoy nature – and love to eat pizza.

My education: I am a qualified secretary.

With HOSCH since: 2006.

Before I joined HOSCH, I had worked as a Secretary to the Project Leader at ABB (construction of overhead lines).

My greatest strength: Patience.

My greatest weakness: Sweets.

Who is Who? Our series “Enquiry” belongs to the pages in the HOSCH news that are read most often. For that reason, we will introduce further HOSCH employees to you in the next issue.

New Headquarters Down Under

At the beginning of 2007, HOSCH International moved into a larger building



More Space for HOSCH International

A turbulent start to the new year: For the HOSCH International employees, 2007 started with a big move. The Australian daughter company moved from the old building in Osborne Park in the northwest of Perth some kilometres further east into a larger building in an industrial area in Malaga – another suburb of the Western Australian metropolis. The action started on 12th January: From the warehouse to the offices – all the eleven employees lent a hand and carried boxes, furniture and small parts. This was twin-pack stress for anyone

involved, as the normal daily business went on during the two-week move in the middle of January.

Since the foundation in 1982, HOSCH International has been growing constantly. The new building offers enough space for all their present employees – and it also leaves some space for future expansion. The new company headquarters are three times as large as the old ones in Osborne Park. On the ground floor of the two-storey building, there is a big seminar and training room as well as the warehouse. Technical staff, accounts department and the Management have their offices on the first floor. Twelve separate parking lots are also part of the generous space that the new company building complex offers.

Expansion “Down Under” goes on. HOSCH International urgently requires service technicians. Those interested are asked to apply via email to: mail@hosch.com.au

HOSCH France Makes an Effort

A strong team: Branch office in France plans considerable increase in sales for the year 2007

On 21st December 2006, the employees of HOSCH France came together in a hotel near the company headquarters in Réau to hold their quarterly meeting. Looking back on last year, the team of HOSCH France set themselves the goal for the year 2007: HOSCH France wants to achieve a considerable increase in the sales figures.

The overall conditions to increase sales in the year 2007 are not bad in the branch office: In 2006, two new employees – David Pollet, serviceman for the Rhône-Alpes area, and Michel Garnier, salesman for the South-West of France, joined the eight-headed team. With Christophe Boncinelli, HOSCH France has a very experienced sales

employee; in the year 2006, he could celebrate his 10th anniversary of employment with HOSCH France. Boncinelli is responsible for the whole north of France.



A Team Which Work Well Together

HOSCH GB

A Fireworks of Emotions

Engagement in the shine of sparks and magic fireworks: On the 5th November 2006 – during the fireworks on the occasion of the English “Guy Fawkes” Day – Michael Dodsworth asked for the hand of HOSCH GB employee Deborah Evans – and crowned this special moment with a platinum and diamond ring. Overwhelmed by her emotions, she answered: “Yes, I will marry you.” Together with their families, friends and colleagues from work they held their engagement party on the 13th January – with dancing, much fun and also some tears of joy. Especially from their parents who realized that their children have turned into grown-ups. The next big party will take place in 2010 – their wedding.



HOSCH GB in Party Mood – at the Engagement of Deborah Evans and Michael Dodsworth (left) and at the Christmas Party 2006

And the Men were Watching...

The same procedure as every year: On the 21st December 2006, the employees of HOSCH GB held their traditional Christmas party. Fir branches, artificial icicles and candles created a festive atmosphere in the location in the “Tall Trees Hotel” in Yarm. With a three-course meal and live music everybody could get into the right mood for the approaching festive days. Later in the evening, the women enjoyed themselves on the dance floor, and the men did, what they very often do and what they do best: they stayed at the bar and watched.



How Contacts Turn into Customers

HOSCH exhibits on the 28th International Trade Fair for Construction Machinery

“Only on the HOSCH stand I felt really welcome” – nearly every day, the HOSCH team on BAUMA 2007 in Munich heard words of recognition like those of Sayed Eid Abd El-Fatah from company Ascom in Cairo. On the 28th International Trade Fair for Construction Machinery from 23rd to 29th April, seven employees presented the HOSCH technology – from the tracker roller over various scraper systems to the HOSCH service and training.

A huge plasma screen, a carpet in HOSCH orange and plenty of exhibits – with its appearance, the stand set new trends. The greatest advantage, however, was the HOSCH team, which was well-coordinated and perfectly prepared. Giancarlo Leombruno, Klaus Schlüter, Detlef Domke-von Bichowski, Delphine Léonard, Klaus Schmidt, Yvonne Koeppel

and Thomas Scherer welcomed the visitors, explained the manner of operation of the scrapers and even held short trainings. “We have worked together fantastically”, says Detlef Domke-von Bichowski. “Our good mood and the good atmosphere have spread to the visitors.” BAUMA takes place in Munich every three years. In 2004 HOSCH was present with a booth. At that time, the HOSCH employees got in contact with more than 250 interested visitors from home and abroad. This year the team was able to significantly increase this success: 30% plus at home and even 90% abroad – in total our employees exchanged information with about 400 interested visitors. Some of these contacts have already turned into customers. “The first scrapers have already been ordered”, says Detlef Domke-von Bichowski.



Hillhead: Exhibiton Under Open Sky

HOSCH GB Exhibits under the Open Sky

Every year in June, the former Hillhead Quarry in Derbyshire in the Midlands turns into a huge exhibition site – that’s when the largest exhibition for quarry and recycling machines world-wide opens its doors there. One of the exhibitors: HOSCH GB. During the past 12 months the daughter company has continuously increased their sales. Through this exhibition the employees would like

Personnel News

+++ New Sales Management in Spain +++

Since the beginning of 2007, Cesar Vigo has been the new Sales Manager of HOSCH Iberia.

+++ Full swing on the international platform +++

Giancarlo Leombruno is the new Head of the International Department in Germany – and in this position contact for the branch offices around the globe.

+++ Creative head with a lot of technical know-how +++

Claus Weimann, the new Head of the Research and Development Department at the company’s headquarters in Recklinghausen, is from now on in charge of the innovative development of the HOSCH products.

+++ Support in Poland +++

Since 1st December 2006, Robert Polak has been working in the team of HOSCH Polska as an Engineer.

+++ Anniversaries at HOSCH headquarters +++

Hans-Achim Schubert: 20 years
Frank Günther: 15 years
Detlef Maly: 15 years
Werner Schulz: 15 years
Walter Rolofs: 10 years

to continue with this positive trend. They are perfectly prepared for their grand appearance from 26th to 28th June: They have done up the exhibition booths, polished up the exhibits and made all the other required arrangements. But as the exhibition will take place under open sky, the best preparation is not enough. There is only one hope: no rain!



Tour of the New Buildings



Thirsty for Action: The HOSCH India Team



Production Can Start

Facts and Data

HOSCH EQUIPMENT INDIA

Year of Foundation: 1998 as a joint venture company by HOSCH Managing Director Hans-Otto Schwarze and Madan Mohanka, MM Group, India

Number of employees: 49

Managing Director: Satish Kapoor

Location: Kolkata

Beginning of building project:

May 2006

Inauguration: April 2007

Property: 5,740 m², area of 1,640 m² with buildings

Building: three-part building complex with production halls, office and administration units

Miscellaneous: best possible infrastructure, most modern facilities, state-of-the-art design



Formal Inauguration: HOSCH Managing Director Eckhard Hell (left) and Madan Mohanka, Owner of the MM Group of Companies, Open the New Building Complex

Milestone in Company Architecture

HOSCH Equipment India opens new building in Kolkata

“We want to be the Koh-i-noor in the HOSCH family of companies”, Madan Mohanka once said. Satish Kapoor, Managing Director of HOSCH Equipment India, took up this image when the Indian company was granted the HOSCH Award 2006. In April 2007, the precious stone was given a new home: HOSCH Managing Director Eckhard Hell inaugurated the new building of HOSCH India in Kolkata with a formal opening ceremony.

Reaction to economic boom

With this extensive building project, HOSCH reacts to the booming economic development in Asia, where sales increases of up to 30 per cent are on top of the agenda. The buildings opened in 1996 had become too small; larger production halls were built in Kolkata with an additional office and administration complex. That means for HOSCH India: We now have enough space for more personnel, the extension of our production capacities and the opening of new markets in other Asian countries.

It all started in a garage

The new company headquarters were formally inaugurated in April. HOSCH

Managing Director Eckhard Hell released the way for an extensive tour through the new premises by cutting the ribbon with a courageous cut. In his official speech, Madan Mohanka, the owner of the MM Group of Companies, remembered the beginning of his cooperation with HOSCH. “After the contract had been signed, we immediately started production – in a garage. And now look where we stand today!”

On the right track

HOSCH Managing Director Eckhard Hell called the new building in India a “milestone in the company architecture. It is a symbol of the overall development within the HOSCH Group, which has grown steadily and nowadays has a firm position on the world market. HOSCH is certainly on the right track, not only in India, but all over the world. The quality of our products and the high standard of service, maintenance and training have made it possible that customers all over the world consider HOSCH employees as the experts in conveyor belt cleaning.”



Welcome to South Africa: The HOSCH Managers Held Their International Management Meeting in the New Building



Light and Friendly Colours Set the Tone in the Reception Area

A Symbol of Progress

New company building of HOSCH South Africa creates basis for expansion of world-wide family of companies

In 2006 the 25th company anniversary, in 2007 the inauguration of an impressive new company building and in addition an increase in sales which makes South Africa's economic power become apparent: HOSCH South Africa, the first and the oldest daughter company in the HOSCH family of companies, has some reasons to celebrate: In May 2007, in the presence of customers and business partners, Managing Director Johan de Koker and HOSCH Managing Director Eckhard Hell opened the new buildings – laid-back relaxed with sausages, beer and German folklore.

Prestigious clinker building

The new HOSCH building is situated in an industrial area, not far away from Johannesburg international airport. The



Modern and Spacious: the HOSCH S.A. Building

prestigious clinker building presents a perfect triad of high-quality industrial architecture, the best-possible facilities and elaborate design. In the tried and tested manner of South African hosts, the HOSCH SA team presented the new premises to the group of guests, in which customers, employees and international guests got along well quite quickly. A warm welcome also went to the representatives of numerous international HOSCH companies, who directly inaugurated the new premises prior to the formal opening ceremony by holding an International Management Meeting chaired by Eckhard Hell.

Great expectations

“The new building is a symbol of the remarkable progress that HOSCH has experienced in South Africa right from the very start. We now have more space for our expanding business, for more employees and larger production capacities so that we can respond to the demands of the local and international markets and fulfil the requirements of our customers world-wide. The new building creates the basis for further expansion in the whole HOSCH Group – not only as far as production is concerned, but also for the opening of new

Facts & Data

HOSCH SOUTH AFRICA

Year of Foundation: 1981

Number of Employees: 50

Managing Director: Johan de Koker

Location: In an industrial area close to the international airport of Johannesburg

Beginning of building project: July 2006

Inauguration: May 2007

Contractors: Abbeydale

Property: 5,300 m²

Building: 1,350 m² workshop, 460 m² offices (two-storey building)

Miscellaneous: central entrance with 24 h security

local markets in South Africa”, HOSCH Managing Director Eckhard Hell said at the inauguration of the building. HOSCH SA has gained more strategic importance for the whole group. In the future, the production of parts for the majority of HOSCH companies will take place in Johannesburg. Eckhard Hell: “We place high hopes for the future on our eldest daughter.”

Feeling the Soul of Dancing

Dear colleagues,

my name is Magdalena Sajko, and I work as an Assistant to the Management at HOSCH Polska. My great passion is the flamenco. As a child, I fell in love with this dance, when I saw a flamenco dancer in a film. Unfortunately, in the 80s there was no possibility in Poland to learn such dances. Coming closer together with the western countries in the 90s, the first dancing schools offered appropriate courses. Now I have been dancing the flamenco myself for 10 years, the last 7 years in the “Centro del Arte Flamenco” – a professional flamenco centre in my home town Wrocław.

The origin of the flamenco goes back to the antiquity. This dance has developed in Andalusia – an area in the south of Spain, which has been influenced by a variety of different cultures. Indians, Arabs, Africans and many others left their traces in the flamenco. It combines, for example, the traditional Spanish music with Arabic vocal music. The sensual movements have their origin in Africa and India – especially the “dancing hands” go back to Indian influences.



Rhythm in her Blood: Magdalena Sajko is a Passionate Flamenco Dancer

The rhythm is emphasised by clapping, tap-dancing and the castanets – flamenco is traditionally accompanied by a guitar. You should feel the soul of dancing “El Duende” – which is above all rhythm, passion and pride.

I can recommend the flamenco to all those who like good entertainment and want to make their leisure time more interesting. Everybody can learn this dance, but you have to be patient: Nothing’s easy to start off with!

Cordially

Magdalena Sajko



Jutta Dorodzala on HOSCH Duty for Three Decades

A Pioneer of HOSCH

In November 2007, Jutta Dorodzala will celebrate her 30th anniversary of working for HOSCH

Jutta Dorodzala had her first working day with HOSCH in Recklinghausen nearly 30 years ago – on 15th November 1977. Two years after the company had been established by Hans-Otto Schwarze she was one of the pioneers of HOSCH. At that time the 59-year-old was “girl Friday” and helped to turn the small company step by step into a company, which is successful world-wide.

“There is almost nobody, who knows the history of HOSCH better than Jutta Dorodzala”, Mr. Schwarze speaks full of praise for his long-standing employee. During the first years, she was the personal confidante of the company founder – and still today she is asked for her advice concerning important questions and decisions. Not only in the executive floor, but also among all the other employees she is well-liked. With her experience, the 59-year-old often gives her advice and support to the younger employees. Today Jutta Dorodzala works in the accounting department, where she is responsible in particular, for purchases and payments.

A Passionate Biker

Jutta Dorodzala, who was born in Wanne-Eickel, is mother of one daughter and grand-mother of three grand-children. She lives in Marl, together with her partner Willi Bessel. From there, they regularly set off on long motorbike-tours – Jutta Dorodzala’s great passion. “Tours through the Haardt and into the Muensterland, we like best”, says the enthusiastic biker. Here she knows every pothole, every back way and every bikers’ meeting point.

Culinary Delights from the Barbecue

It is fun, it is communicative and tastes incredibly good: Our headquarters in Recklinghausen received the most different suggestions from all parts of the world. Below, we can only present a small selection. Have fun in trying them out!



Prawn and Avocado Salad Australia

Ingredients:

32 (800g) medium cooked prawns
1 iceberg lettuce
2 avocados, sliced
2 mangoes, sliced
1 cucumber, peeled and sliced
1/2 red capsicum, chopped
1/2 green capsicum, chopped
1 red onion, finely chopped
1 sup flat leaf parsley, leaves

Thousand Island Sauce:

1 sup whole egg mayonnaise
1/4 cup Worcestershire sauce
1/2 cup tomato sauce
2 hard-boiled eggs, shelled, chopped
1,5 tablespoons lemon juice

Directions:

Shell and devain prawns. Pull core out of iceberg lettuce, carefully pull leaves out and drain them well. Arrange lettuce leaves in individual serving bowls and divide prawns, avocados, mangoes and cucumber among bowls. Place all ingredients for Thousand Island sauce in a blender and blend until smooth. To serve, sprinkle combined capsicums, onion and parsley over prawn salads and serve with Thousand Island sauce.



Vegetable Barbecue India

Ingredients:

90 g Paneer (Indian cheese, can be replaced by grilled cheese)
2 capsicums, 2 tomatoes,
1 onion

For the marinade:

1 cup curds (or quark)
2 teaspoons tandoori masala powder
1,5 teaspoons ginger-garlic paste



Churrasco Misto Brazil

Ingredients (for 8 to 10 people):

500 g Lingüiça (can be replaced by pork sausages, chorizos, garlic sausages, cabanosis)
1 chicken complete with innards
1 kg pork loin
1 kg beef loin

For the marinade:

125 ml water or wine vinegar
50 g coarse salt
4-5 onions, chopped
2-3 cloves of garlic, chopped
juice of one lemon
chives, parsley, oregano, pepper,
fresh marjoram and fresh green mint
to liking

Directions:

Blend and season ingredients for the marinade (it should be quite hot). Pickle pieces of meat over night. Place the individual kinds of meat in big pieces and separate from the other sorts on metal spits and grill, turning them slowly. Sprinkle the meat from time to time with salmora (very salty water). When ready, cut the meat directly off the spit and serve very hot. At first, the Lingüiças – as a starter.

HOSCH news – in the Readers' Opinion

The HOSCH news has readers around the globe. Once again, the headquarters in Recklinghausen received a very positive response and many congratulations. For that reason, the publishers would like to thank the readers for their interest, presenting some extracts of the letters to the editor. Below please find some examples:

“Many thanks for this very remarkable magazine. It is an excellent idea and the quality of the whole magazine is outstanding.”

Johan La Grange
South Africa

“What a wonderful cover page!”

Peter Petzold
HOSCH do Brasil

“As a new HOSCH Manager, this magazine has given me the positive impression to be part of the big HOSCH family. Some customers talked to me about the HOSCH news and praised the magazine a lot – you get to know much about the company and the people who work there.”

Mario Del Pezzo
HOSCH Italia

Letter to the Editor

How do you like the HOSCH news? What would you like to hear about? What do you miss? We will publish your letters. Just send an email to: mail@hosch.de



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



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



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



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



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



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



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



HOSCH Italia S.R.L.
Italy
 Corso Buenos Aires, 64
 20124 Milano
 Tel +39 33 43 84 41 04
 Fax +39 02 93 65 07 54
 E-Mail mail@hosch.it



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



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



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



HOSCH Company
USA
 HOSCH Building
 1002 International Drive
 Oakdale, PA 15071-9223
 Tel +1 724 695 3002
 Fax +1 724 695 3603
 E-Mail hosch@hoschusa.com