

# HOSCH *news*

The International HOSCH Magazine



- **Absolutely State of the Art**  
HOSCH moves its production and logistics
- **Booming Economy in Morocco**  
HOSCH teams up with a “global player”
- **Expert Belt-Cleaning Solutions**  
Cement industry has confidence in HOSCH Italy
- **FIFA World Cup in Brazil**  
Inside tips from the HOSCH managers



## A World in Motion

*Soccer connects worlds! You are reading this hot-off-the-press issue of the HOSCH news at a time when soccer fans all over the world are looking toward Brazil. In this gigantic country along the Amazon River, our company is also making its presence felt – in Belo Horizonte, one of the World Cup venues that is most in the limelight. From his geographical position close to the FIFA World Cup in Brazil, Peter Petzold will give us a first-hand report on the spectacular event that is causing the global community of soccer fans to move closer together.*

*“Global” and “moving closer together” – these are phrases that echo at many places in the HOSCH news. HOSCH is taking steps on five continents to further expand its presence on the global markets. This issue contains articles on the individual HOSCH companies; you will find familiar topics but also a lot that is new!*

*In Germany HOSCH is preparing to introduce the business software SAP to optimize its processes. Production at the company’s Head Office in Recklinghausen is about to move down the street. A new HOSCH building will soon go up in Brazil – the next milestone in HOSCH history! The company has already bought a piece of land and submitted the planning documents to the appropriate authorities.*

*Whether at HOSCH or on the playing field – our world stays in motion. We would like to wish you and your families, as well as all our customers and business partners, relaxing vacations, an exciting World Cup and a successful second half of 2014.*

*Yours sincerely,*

Hans-Otto Schwarze

Eckhard Hell

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### Our title photo:

Our title photo shows an entirely satisfied team at the stand manned by HOSCH France and NTN-SNR at the “Salon International de la Mine” (SIM) held in Casablanca, Morocco in December 2013.



# Technical Facilities and Logistics All Latest State of the Art

Production and warehouse move to a converted hall only a stone's throw from HOSCH Headquarters

What to do when there is hardly any space left in production and the warehouse is too cramped? The solution is to expand, of course! But to where? This was the question facing the HOSCH Management in Recklinghausen. When it realized that the size and shape of an empty production hall in the direct vicinity of the HOSCH premises made it ideal for the company, the HOSCH Management asked for a lease and signed on the dotted line in December 2013.

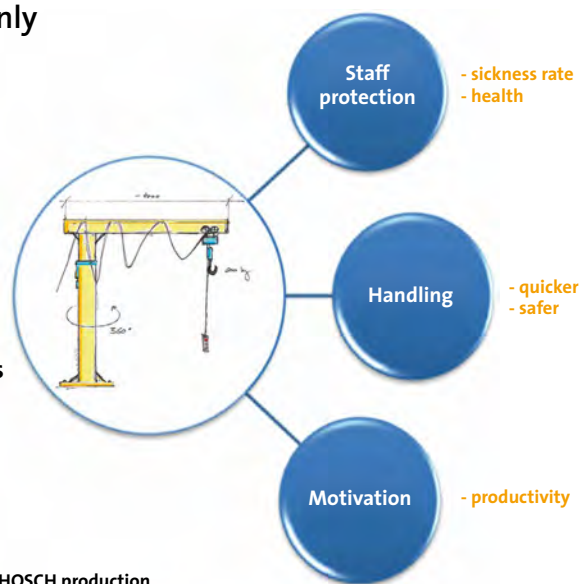
Since then extensive preparations have been in full swing. Unless unforeseen delays occur, the move will take place at the end of June 2014. As a first step, the large hall had to be converted to meet HOSCH's needs before being furnished and equipped. A large opening was created between two parts of the hall, for example, to facilitate smooth loading and unloading. Other items on the long

## Necessity of Crane Systems

- Saving resources
- Occupational safety
- Handling
- Workplaces
- Independent workplaces
- Process stability
- Flexibility
- Only one operator

Internal lifting devices required for HOSCH production

to-do list were: setting up additional welding stations and laying new compressed-air lines for all the pneumatic tools employed during the manufacture of HOSCH products. Extensive earthworks were required for this purpose. The electrical installations and computer systems had to be expanded. To achieve



this, the electricians laid meters of cable and installed new lines.

## “Busy Ants” help with loading and unloading

The shelf system was planned down to the very last detail. The solution that was developed offers more free capacity and has a higher load-bearing capacity than the previous warehouse shelving. Another improvement in the warehouse: additional manual high-lift stackers, promptly dubbed “busy ants” by HOSCH technicians. For loading and unloading trucks at the ramp leading into the warehouse, HOSCH employees also employ a forklift truck. As a result, even large bulky objects can be transported easily through the large door. Two column-mounted jib cranes (see graphic) used for part placement and final assembly make it easier to move and lift loads.

The last step in the move is to paint all the offices and renovate the existing employee facilities. As the finishing touch, two new containers housing toilets and washing facilities are being set up in front of the hall.



After extensive conversion work (including a new ramp for easy loading and unloading), HOSCH will be able to move into its new hall in late June.

## “Head Stand” Draws Trade Visitors

Successful presentation at the two-day Solids Dortmund 2014 (“Schüttgut”).  
Birthday party with a marzipan pig



**Hall 4, Stand F 20: From May 21-22, 2014 this was HOSCH’s address at the “Schüttgut 2014” in the Dortmunder Westfalenhallen. The team headed by Detlef Domke von Bichowski (Sales Director for Germany) presented almost the entire innovative product assortment from the HOSCH idea factory to trade fair visitors from Germany and abroad.**

The products shown included the time-tested scrapers in the C series, various prescrapers and main scrapers, tracker rollers and sealing systems. However, the more recent scraper generations designed for especially difficult conditions were also on display. In this area HOSCH

At the “Schüttgut 2014” the HOSCH exhibition team celebrated the birthday of Hans-Jürgen Niehues (2nd from right). Ralf Schult, Melanie Stüfchen, Detlef Domke von Bichowski and Hans Niegot (from left to right) were among the well-wishers.

scored points with the scraper models B6-C, C2/3, C4 and HD02/03.

Detlef Domke von Bichowski, who has ably been assisted on both days of the show by Melanie Stüfchen, Hans-Jürgen Niehues, Ralf Schult and Hans Niegot, was obviously more than satisfied by the company’s participation in the show. “We left a very impressive calling card,” he says. “Fair attendance was down, but the percentage of trade visitors was definitely up.”

The HOSCH stand – with improved functionality and design this year – was

a real eye-catcher. It also profited from its status as a “head stand.” Domke von Bichowski explained: “Having a stand open on three sides gave us a distinct edge over our competitors.”

**A record number:** The Solids Dortmund 2014 held in the middle of the Ruhr area, one of the largest economic centers in Europe, was a showcase for about 400 exhibitors. Fifteen percent of the exhibitors came from foreign countries; companies from 13 countries were represented in the three halls. The exhibitors showed their products and models of technical solutions in areas including the conveying, mixing, metering, screening, transportation and separation of bulk goods.

On the first day of the fair, visitors to the HOSCH stand could enjoy an especially sweet “freebie,” a piece of marzipan. Hans-Jürgen Niehues celebrated his 63rd birthday on May 21 and was given a huge “lucky pig” made of marzipan as a surprise gift by his colleagues. Neither able nor willing to eat this calorific present on his own, he cut it into little pieces and distributed them to everyone present.

## Experts on Bulk Goods Hear HOSCH Lecture

“How Belt-Cleaning Devices Interact with Belt Conveyors.” This was the title of a lecture prepared by HOSCH CEO Eckhard Hell and presented by Detlef Domke von Bichowski at the 10th annual conference on “Bulk Goods – Conveying and Storage” held in Fulda, Germany at the beginning of May. The annual conference organized by the Association of German Engineers (VDI) has become an established

forum for designers, manufacturers and operators of handling systems for bulk goods. In addition to specialized talks on topics such as “Minimizing Dust and Noise on Belt Conveyors” and “Simulation of Material Flows in Materials Handling Technology,” the meeting in Hesse offered an excellent opportunity for intensive shop talk.

A summary of the lecture follows: “Scrap-

ers and other belt-cleaning devices are essential and active constituents of belt conveyor systems. For this reason, qualified engineering should be standard during the planning, construction and operation of such systems. An optimal belt and scraper system supports smooth operation by reducing carry-back; this results in less damage and fewer outages and thus a considerable increase in system economy.”

# HOSCH Moves Even Closer Together

The new meeting software WebEx connects HOSCH Headquarters to all the continents via HD video links

Australia, Brazil, Malaysia, the United States and South Africa once seemed so far away from Recklinghausen. With the arrival of the new conference software WebEx, however, the members of the worldwide HOSCH community are suddenly very close together.



The monitor on the wall connects HOSCH Headquarters in Recklinghausen with the whole wide world.

Using the program couldn't be easier. It is not necessary to download or update the program since it is operated over HOSCH's Internet access. WebEx can be run from any computer with Internet access and is available for most smartphones and tablet PCs. The person on the other end does not even need a WebEx account. To attend the meeting, he or she only has to click on the link in the email invitation from

Employees at HOSCH HQ in Recklinghausen have been using this program since February 2014 for meetings, online training, presentations and talks with customers. "The WebEx functions are a perfect fit for HOSCH and a big help during our daily work," says HOSCH Managing Director Eckhard Hell. The program makes it possible for up to 25 participants to talk face to face and to share their desktop, documents and apps with each other.

This function played a decisive role in HOSCH's decision to use WebEx. HOSCH employees no longer have to pack their bags to attend international meetings; they simply go online from the comfort of their office or conference room. Employees connected by WebEx can work together on documents or other

materials in shared meeting space. "The new tool is totally state of the art and reduces travelling time to an unavoidable minimum," explained HOSCH Managing Director Eckhard Hell. "Employees can discuss scraper applications, for example, without having to be directly on site."

## Using the program couldn't be easier

The program will naturally not replace all business trips and the personal contact to customers that is so important to HOSCH. The company's management introduced WebEx in order to improve and simplify communication between HOSCH Headquarters and our customers and distributors as well as between all companies and employees in the global HOSCH Group.

HOSCH. At present WebEx meetings can be arranged by any of the employees working at HOSCH Headquarters.

## IMM 2014 Planned for Late September

The "International Management Meeting" (IMM) 2014 is already casting its shadow. The meeting will be held from September 22 to 26. The actual conference will take place on Tuesday, Wednesday and Thursday (September 23 to 25). The Monday before and the Friday after are reserved for individual conversations between the management and the managers of the non-European HOSCH subsidiaries.



## Training Seminars in South Africa and Malaysia

Thomas Legner has continued the HOSCH Training Program (HTP) in South Africa and introduced it in Malaysia.

Legner recently trained six employees of the South African coal producer Exxaro, and 12 sales and service employees from HOSCH South Africa at the company's offices. In two days he covered theoretical and practical topics including procedures for recognizing and correcting problems and an introduction to the thorny topic of belt mistracking. On day two, all participants visited Exxaro's production, where the bulk of the belt conveyor systems operate with HOSCH scrapers and tracker roller equipment.

At the new training facilities at HOSCH Asia's headquarters in Kuala Lumpur, Thomas Legner gave two seminars.

The first was for new staff of HOSCH Asia and technical staff of the distributors MCIE and Patria Bima. Dr. Mark Macqueen and Robert Steiner had done an excellent job of preparing this seminar, which was attended by 18 people in total. It was followed by a customer workshop for 20 participants. Here, the HOSCH world was explained to a diverse group of people – including work foremen, technicians and one engineer – working in the power generation, cement and fertilizer industries.

## David Patterson Chairs an Innovative Conference

The Materials Handling Engineers Association (MHEA) is concerned with all aspects of bulk materials handling and has represented the interests of national and international companies working in this field in Great Britain for more than 70 years.

At the 11th annual "Bulk Handling Conference" held on May 21 and 22 of this year at the popular Forest Pines

Conference Centre in North Lincolnshire, all the big names in the industry gathered to talk shop and attend several rounds of lectures and discussions. David Patterson, General Manager of HOSCH GB, has been an active member of MHEA for many years. This year he attended the conference as usual and chaired a round of lectures and follow-up discussions covering a wide range of topics related to bulk handling.

## Universities in Poland Seek Contact to HOSCH

At the exhibition held every three years at the Belchatow Power Plant, Krzysztof Lebioda and his team from HOSCH Poland presented a solution for the turn-around point of a bidirectional brown-coal stockpile belt conveyor. The engineers at the open-cast mine examined the C3-ASVh from all angles.

After this successful presentation, HOSCH agreed to prepare documentation on the mechanics, control and hydraulics of this scraper in the near future. Lebioda made contacts to further organizations, including the TB Maritza in Bulgaria and power stations in Serbia. The interest in HOSCH technology at Polish universities has spawned two interesting events. The first is that Krzysztof Lebioda will be giving a lecture to the student organization in the engineering department of the Technical University of Kraków in September. The second is that a representative of the Technical University of Warsaw plans to visit HOSCH in Recklinghausen later in the year.

## Michele Lamanna Looking Forward to New Challenges

HOSCH Italy and Managing Director Mario Del Pezzo have recently added a new member to their team: service technician Michele Lamanna. Michele is only 24, but quite experienced, having started his career as a ship maintenance technician. He is now looking forward to the new challenges awaiting him at HOSCH.

Michele Lamanna was born and raised in the port city of Trieste in northern Italy. When he has the time, he likes to travel to the home of at least some of his



ancestors in Apulia on the southeastern coast. When he is not working, he likes to travel and discover new places.

## Kelsey Lynch: "Constructing" a Bachelor's Degree

Kelsey Lynch has achieved her "Bachelor of Commerce" at the Curtin University in Perth, Australia. Kelsey took up her studies in 2008 while working at HOSCH International. Looking back on the past five years, she says: "It was a wonderful experience that has given me a good foundation for both my personal and professional life." For the next year, studying will be put to rest only to be resumed after that for her Master's Degree.

# The Moroccan Economy is Booming

Belt conveyor systems at two thermal power plants have been equipped completely with HOSCH scrapers

To play HOSCH's strong cards on the African market, too, HOSCH France teamed up three years ago with a genuine global player in Morocco: NTN-SNR Maroc. A member of the NTN-SNR Group, which is active Europe-wide, this company is by its own account the third largest manufacturer of ball and roller bearings and has business activities in the automobile, aeronautical and aerospace industries.

In Morocco, a country separated from the European continent solely by the Straits of Gibraltar, NTN-SNR has a sales team ready to serve most branches of industry. Claude Trumpf, General Manager of HOSCH France, commented on the economic situation: "The Moroccan market is presently in full bloom. The automobile industry and the suppliers to the aeronautical industry are important cornerstones of the national economy. However, traditional industries such as agriculture and tourism also make a solid contribution to



At the SIM in Casablanca (from left to right): Rachid Dünning, Managing Director of NTN-SNR Maroc, Claude Trumpf from HOSCH France, and Mohamed Mahafio, responsible for presenting the company's products.

the country's good trade balance." Thanks to the healthy economy and the resulting increase in demand, capacities in cement and energy production, in particular, are being expanded. No fewer than 18 cement works are now operating at full capacity, for example. Morocco has several hydroelectric power stations and two thermal power stations. The older power plant ONEE in Mohamédia near

Casablanca has four units with a capacity of 150 megawatts each. All belt conveyor systems at this plant have been equipped exclusively with HOSCH scrapers. The newest power station at the commercial port of Jorf Lasfar has its own coal-unloading facilities. This plant currently has four generating units with a total output of 5,200 megawatts. At this location as well, all belt conveyor systems have been fitted with HOSCH scrapers. Recently, two more 700-megawatt units have been producing electricity for the Moroccan market. Another project is planned in the vicinity of Safi; here two units with an output of 700 megawatts each are scheduled to be commissioned in 2017. In 2012 and 2013 HOSCH and NTN-SNR made a joint appearance at the SIM (Salon International de la Mine) in Casablanca, a show devoted to the mineral industry. The show held in December 2013, in particular, was a huge success, drawing about 4,000 visitors. Claude Trumpf's resume: "The spirit among the exhibitors – as well as among the African visitors, especially those from French-speaking countries such as Mauretania, Niger, Democratic Republic of Congo and Guinea – was excellent. At our stand alone, we registered a large number of contacts to potential new customers."

## Cross-Country Quad Tour

Customer loyalty program paired workshops with fun and action

HOSCH Poland has individualized its customer loyalty programs: On two days in May, 20 customers and employees joined in for some serious fun at a hard-coal mine in southern Poland. The program included qualified training workshops for various HOSCH products (sprung-blade scrapers, tracker rollers and tracker roller stations), lots of shop talk, and plenty of fun and action. Krzysztof Lebioda and Maciej Majewski had designed special "field exercises" for the occasion; these included an off-road tour which led over stony paths and through the forest on quads and 4WD vehicles. Another item on the fun agenda: paintball. Players were divided into two



teams, the aim being to hit members of the opposite team with dye-filled gelatin shells. For Krzysztof Lebioda, the new program is an important instrument for building customer loyalty. "I especially loved playing paintball," he said. "It reminded me of playing cowboys and Indians as a child."



# +++ HOSCH PERSONNEL TICKER +++

January 18, 2014 was a very important day for **Alex McDonald** from HOSCH International. Not only did he celebrate his 30th birthday; he also married his girlfriend Josie. All the wedding guests were very touched when the beautiful couple exchanged vows in a Catholic ceremony at St. Brigid's Church in North-bridge. The day was a happy one, filled with love, not only



for the happy couple, but also for their family and friends. The ceremony was followed by an unforgettable reception at the Novotel in Langley.

**Marco Buttitta** married his long-term girlfriend **Rebecca Aukthun** in the merry month of May. The guest of honor on this third of May was little Hektor, the almost one-year-old son of the wedded couple. For the last three years Marco Buttitta has been working for HOSCH in Recklinghausen, the family's home town, as a Team Leader of Production Planning.



HOSCH founder **Hans-Otto Schwarze** turned 77 on May 16. All the prayers for good weather were fortunately answered on the day of the intimate barbecue in the family's back yard. CEO Eckhard Hell

attended the festivities and personally delivered the congratulations of all members of staff. Mr. Schwarze made himself a personal birthday gift by supporting the initiative "Fell & Pfote" (fur and paw) in Recklinghausen, which was brought to life by Ursula Scholz (small picture) to take care of animals in need. The HOSCH news team also wants to wish Hans-Otto Schwarze all the best as he embarks upon his 78th year.



## HOSCH news – Letter to the Editor

We have received the following letters to the editor as reactions to the HOSCH news 2/2013:

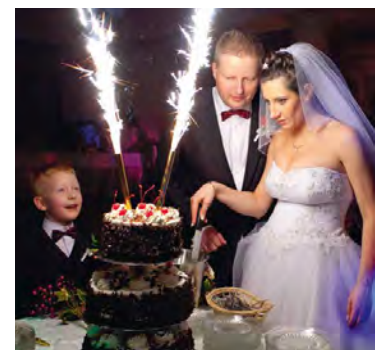
It was with great interest and joy that I read the article in the latest issue of the HOSCH news about the company's growth and the enthusiasm that is behind it. I want to congratulate you on this. I feel proud that we have a share, if only a tiny one, in this success. Be assured that you can always count on our enthusiasm as well!

**Marc Ambrock, Adminex Holding AG, Switzerland**

I want to thank you for sending me the HOSCH news. It connects faces to names and gives us the chance to gain a better picture of the activities of the entire HOSCH group.

**Jens Hinrichsen, Director of the Commerzbank AG, Singapore**

A clear and enthusiastic "Yes, I do!" was also uttered by **Jola and Maciej Majewski**, employee of HOSCH Poland, on January 24. The wedding took place in a very nice setting among family and friends, including Krzysztof Lebioda, General Manager of HOSCH



Polska. Many pictures were taken that day and every one of them naturally included Grzegorz, the son of Maciej Majewski.

## Service Anniversaries at HOSCH Headquarters

### 15 years

Marcus Kraft

Uwe Machaczek

Michael Weinhardt







**Marica and Mario Del Pezzo** have announced the birth of their third child, Maia, who weighed 2,995 grams and measured almost half a meter at birth. Siblings Sara (7) und Marco (4) became a threesome on February 20, 2014. Little Maia has raised the percentage of females in the family of Mario Del Pezzo, General-Manager of HOSCH Italy.



After being married for six years, **Judith and Christian Nieland** were overjoyed to welcome their first child, a cute baby

girl called Nea, into this world at 9:19 a.m. on Sunday, January 12. Nea was 54 centimeters long and weighed 3,880 grams at birth. Christian Nieland has worked at HOSCH Headquarters in Recklinghausen as a management assistant in business development for a year and a half now.

**Adrian and Royal “Roy” Rodwell** have also recently welcomed a third child into their family. The technician has been working at the Richmond, Virginia office of HOSCH Company in the U.S. since 2009. He proudly held his son Royal Joseph Rodwell Jr. in his arms for the first time on January 23, 2014. Junior weighed approximately 4,000 grams at birth and was over 60 centimeters long. His older siblings, Rihanna (7) and Kaleshia (5), were excited about the arrival of their new baby brother.



The management and staff of HOSCH Recklinghausen were devastated when they learned of the death of **Ibrahim Yilmaz**. He was only 36 when he died of an insidious autoimmune disease on February 13, 2014. Ibrahim Yilmaz leaves a wife and two children behind. The funeral took place in Turkey.

In their letter of condolence to the widow and her family, Hans-Otto Schwarze and Eckhard Hell tried to find the right words in the name of the entire company and all members of staff when writing: “We were close by when your husband’s health started deteriorating in the last several years and were filled with concern. We all shared great hopes that the liver transplanta-

tion would change his life for the better. We all came to know Ibrahim Yilmaz as a dedicated and highly capable member of the workshop team. He was well liked and highly appreciated by his supervisors and colleagues. Because of his friendly nature, his integrity and his bravery, he was very popular among the other HOSCH employees. Our grief comes straight from the heart.” Ibrahim Yilmaz did an internship at HOSCH in the spring of 2006 and was hired on the first of August in the same year as a delivery truck driver. He spent two days of his working week driving and the remaining time assembling tracker rollers. His brother Ali Yilmaz also works for HOSCH Recklinghausen in production.

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## Alan Bryan Brings 25 Years' Experience to HOSCH GB

**In a stroke of management genius, David Patterson recently decided to bolster the HOSCH GB team in the English Midlands by hiring a seasoned veteran named Alan Bryan as a sales and service engineer.**

The new man has worked for 25 years in the mining industry and thus brings a wealth of experience to the job. Right after leaving school at age 16, Alan Bryan went to work at the Bevercotes Pit; here he did his training and then worked for six years as a mining mechanic. This was followed by a stint of underground work that lasted for 25 years. After the mine closed, Alan hired on at Harworth Colliery. Starting out as a service technician, he was later in charge of all the belt conveyor systems at the colliery – under the supervision of the responsible mechanical engineer – until this mine also closed. In this capacity Alan made his first contact to HOSCH; later he fitted all the underground belt conveyors at the mine with HOSCH scrapers. While working together with the HOSCH team to install



Alan Bryan next to a HOSCH company car.

the equipment, he met Eddie Presch, Sales Director at HOSCH GB. This was the start of a friendship which has lasted up to the present day. During the past seven years, Alan has gained further experience in the maintenance of industrial belt conveyor systems. He now wants to put his expertise at the service of HOSCH – both in the customer service sector and in new customer acquisition – at the two working mines left in the Midlands. Recently he had a chance to demonstrate his sizable mining know-how on various HOSCH projects currently underway in the south and north of England.

## HOSCH GB Enters New Territory

**Test run of scrapers in a rock quarry in the United Arab Emirates**



In Fudschaira: Eddie Presch (right) together with S. Ranganath, representing the operator of the rock quarry.

For HOSCH GB the fairytale of “One Thousand and One Arabian Nights” has a modern sequel. Following the successful installation of type C scrapers in Oman last year (HOSCH news reported), one of Oman’s neighbors is now showing interest in HOSCH products. The port city of Fujairah is the location of the second largest rock quarry in the United Arab Emirates (UAE). The quarry

operator, the Fujairah Rock & Aggregate Company, extracts more than three million tons of hard rock and aggregate from this quarry each year. The quarry has set a record in another area: the belt conveyors traversing the site are 3.5 and 5 kilometers long, respectively. This makes them the longest in the UAE. The quarry manager decided to conduct a test run of the B6 scraper for 1,200-mm-wide belts. If this test is a success, he would like to fit all the belt conveyors on the site with HOSCH products. According to Eddie Presch from HOSCH GB, all belts in operation at Fujairah are 1,200 mm wide and operate at 2.2 meters per second.

## Out of the Workshop and into Service

After putting the RRC3-v tracker roller system developed and produced by HOSCH through its paces a few months ago as part of a direct comparison with products made by our competitors, the company Redcar Bulk Limited placed an order with HOSCH for several scrapers and tracker roller systems.

During the installation of the scrapers and various tracker roller systems, GB Sales Manager Eddie Presch and Service Technician David Huntington from the HOSCH GB workshop were ably assisted by Ged Fletcher, a HOSCH “old-timer” who celebrated his 25th service anniversary last year, spent



Eddie Presch

three entire days at the Redcar site. This project was a prime example of how well the different departments of HOSCH GB work together, remarked Eddie Presch. He added that the customer was totally pleased with the team’s performance and is planning to order scrapers as well as more of the same tracker rollers.

Redcar Bulk Terminal Limited (RBT) is a joint venture company founded in March 2011; it is owned jointly and equally by Sahaviriya Steel Industries UK (SSI UK) and Tata Steel UK. Operating out of Redcar Harbor in northern England, RBT handles and distributes raw material imports such as iron ore and coal from Europe, Australia, Brazil, South Africa and the U.S.



# Expert Belt-Cleaning Solutions for Italy

The cement industry in the “boot” has the highest confidence in HOSCH products

**As early as 2006, right after its founding, HOSCH Italy achieved excellent results in the cement industry and was used successfully on many occasions. Now, after eight years of direct sales activities, HOSCH has gained a reputation in Italy as a reliable partner for belt-cleaning. The B6, C2 and HD0X are the scrapers of choice among our customers in the cement industry; there are now several hundred applications in this industry alone.**

Mario Del Pezzo, General Manager of HOSCH Italy, knows that efficient belt cleaning naturally raises a plant’s performance capability and reduces the operator’s expenses. Despite a slight economic slump in the industry, Italian cement works continue to invest capital and trust in HOSCH products; they also rely on our expert service. For this reason, HOSCH service personnel travel to all parts of Italy (even the islands) to provide support to HOSCH customers. The head-pully scraper HD0X has been used with good results since 2010. This model stands out because of its sturdiness; it can remove difficult materials, even under extreme conditions, and the plant operator is completely satisfied. Mario Del Pezzo comments: “Not only does the HD0X achieve extraordinary cleaning results; it is also highly reliable, thanks to the superior technology it embodies, and generates relatively low maintenance costs.”

A building material manufacturer called Italcementi is one of HOSCH Italy’s key accounts. The foundation for this relationship was laid in 2006 with the installation of B6 and C2 scrapers in a factory belonging to this group. From the start HOSCH devoted its efforts to determining which cleaning solutions were the best match for the requirements and operating conditions of the custom-

er. The results of the first periods of use were highly satisfactory and led to the installation of additional HOSCH products at other factories of Italcementi. “Eight years have passed since then and we have not reached the end of our shared path by any means,” says Mario Del Pezzo. At present HOSCH is facing new challenges

keep going,” chuckles Mario Del Pezzo. To illustrate this point, he refers to the special challenges HOSCH Italy is facing at Colacem, one of the market leaders for cement products in Italy. Colacem and HOSCH have joined forces to develop optimal solutions for the carryback problems at this company’s plants.



HOSCH scrapers in operation in Italy.

“Colacem’s complete-cycle system” in the Tuscan town of Rassina.

HOSCH equipment was first employed at the Colacem factory at Rassina in Tuscany in 2010. Shortly after the installation of the first HOSCH equipment, the engineers at the plant understood and appreciated the HOSCH belt-cleaning principle, due to the outstanding cleaning results delivered by a C1V-K scraper. This effective cleaning performance, the long service life, the reliable components and the simple adaptation and assembly opened the door for further trials of the C1V and B6 scrapers with materials such as limestone, volcanic earth from Puzzuoli (pozzuolana), marly limestone and plaster.

in its cooperation with this company, which is headquartered in Bergamo.

## Successful cleaning under difficult conditions at Colacem

Owing to the extremely coarse materials produced and handled in the concrete and cement industries, belt cleaning poses an enormous challenge in this sector. “When the going gets tough, however, the tough

This year HOSCH’s dynamic HD01 scraper will be used for the first time at a rock quarry in Rassina. Numerous HOSCH scrapers are already operating at this site; they have achieved high marks for keeping cleaning and maintenance costs down as well as reducing carryback.

## HOSCH Optimizes Transportation in the Port

At Port Hedland in Western Australia, iron ore is currently transported on 32 belt conveyors

The port facilities of the Fortescue Metals Group (FMG), the world's fourth largest iron ore producer, have been in operation in Port Hedland since 2008. The growth of the facilities during this period attests to their successful operation: whereas in 2008 there were only nine belt conveyors carrying around 45 million tons of iron ore; today there are 32 belt conveyors. And a further ramp-up is planned for the end of 2014.



The continued expansion of the port facilities, and the growth of the belt conveyor systems, made site optimization unavoidable. From the start of operation, FMG had grappled with the persistent problem of belt carryback. This

became an everyday problem affecting the entire site, causing outages and premature obsolescence of equipment parts. During a tour of the plant, HOSCH representatives noted that the scraper blades previously installed delivered inadequate cleaning results and were defect before the end of the 12-week maintenance interval. Engineers from FMG disclosed that the blades had a service life of only nine weeks.

The FMG engineers were quick to realize that the present belt-cleaning system was costing the company time and money and keeping it from achieving its high production targets. Responding to a subsequent call for bids, HOSCH International was able to dispel any doubts on the part of FMG. The HOSCH team presented a solution that reduced carryback and cut costs – with HOSCH taking over the responsibility for servicing the new scrapers. Not surprisingly, HOSCH got the job.

Working closely with FMG, HOSCH put together a package tailored exactly to the company's needs. This complete program – stretching from delivery over installation to inspection – included various services and binding performance indicators. The costs of the program (including the provision of tools and on-site equipment storage) were calculated for a 24-month period; HOSCH then quoted FMG a monthly fixed amount for each belt. Since FMG had already observed a distinct improvement in the overall system condition since the arrival of HOSCH, the contract with HOSCH was expanded to cover all of FMG's facilities in the port.

## Planning for the Future and Doing It Right

HOSCH International hosts its first Strategic Planning Day

Numerous studies have proven that strategic planning, when done right, can bring a company a big step forward in achieving more performance. Armed with this knowledge, HOSCH International held its first Strategic Planning Day for all members of staff at the beginning of the year.

One of the reasons for this move by management was the economic development in the course of last year, during which the significant slow-down in the previously blooming coal-mining sector became noticeable.

This development also had an effect on HOSCH International's core business. In order to be better prepared for such fluctuations and maintain a stronger market position, the focus at the event was on cooperation between the different teams and on joint goals. This is also why HOSCH International brought the Strategic Planning Day to life: to give direction to its business actions, define a common vision, solve current problems, and draw up a plan for reaching the company's goals for 2014.

James Stamelos and his team found the day to be a huge success that contained highly motivating elements and promises a good business year ahead.

These are the key points that were identified on the first Strategic Planning Day:

- **Organizational improvements** enabling us to serve more customers, access additional resources, and expand both the quality and range of our services
- **More problem-solving approaches in the organizational sector** to guarantee the best possible support for customers and employees
- **Promotion of future-oriented thinking** that takes a broader view with regard to the company's goals
- **More precise formulation of future targets**
- **Improvement of working together as a team**
- **Achieving a lot with only a little**
- **Improved evaluation of performance**
- **Better communication between the management and members of staff** via a more precise delimitation of roles and areas of responsibility
- **A proactive outlook**, i.e. not only reacting to things that have already happened.



At a strategy meeting: employees of HOSCH International.



# Experiencing the Many Facets of HOSCH at First Hand

## Christoph Hell does an internship at HOSCH Company

**Christoph Hell, son of HOSCH Managing Director Eckhard Hell, is currently doing a three-month internship at HOSCH Company in Oakdale, Pennsylvania, just outside the busy city of Pittsburgh.**

Starting in early April, Christoph, a student at the University of Applied Science and Arts in Recklinghausen, gained “hands on” experience in the various departments of HOSCH Company.



These young men have obviously done a good job (from left to right): Jay Meyer (SDI), Christoph Hell and Michael Evanitz.

“After just a short orientation phase, he rolled up his sleeves and pitched in,” reported David Winslow happily. “With the knowledge he brought to the job, he was able to help us bring ongoing projects

to a successful conclusion.” The 30-year-old intern revised and updated various contractual agreements, for example, to make them compliant with current requirements. He also played a major role in drawing up an important agreement in an emerging business area. Furthermore, he helped HOSCH Company develop a system to make their customer relations more sustainable.

### Assistance with installation

Besides working in the office, Christoph took part in numerous customer visits and several trade events. In late April he was a member of the HOSCH team at the Coal Prep Exhibition in Lexington, Kentucky, which is considered the most important show for the U.S. mining industry. His HOSCH colleagues were full of praise for the way Christoph presented HOSCH Company to potential customers and talked shop like a pro with long-standing business associates. By accompanying the HOSCH team on



Christoph Hell working in his office at HOSCH Company.

numerous visits to customers, he got a glimpse behind the scenes in sales and customer service. However, the most exciting part of his internship was the visit to Steel Dynamics Inc. (SDI) in Auburn, Indiana. Here he met Jay Meyer, HOSCH Company’s maintenance expert, and helped him install a new scraper. Christoph Hell takes advantage of the chance the internship offers to tour the United States and Canada. He was especially impressed, he said, by the city of Pittsburgh and the Canadian side of the Niagara Falls. He spent Easter Sunday with David Winslow and his family and got a healthy dose of fresh air on a long hike. As a positive side effect of all these activities, his English gets better by the day and he will come home with a real American accent.

## “Social Club” Supports Staff Cohesion

### HOSCH International sends its employees and their families onto the putting green

Like champagne and fireworks, good resolutions are an essential part of every New Year’s celebration. HOSCH International in Australia is no exception to this rule. In January a “Social Club” was created to satisfy the widespread interest of employees in meeting colleagues outside of work. A whopping 75% of HOSCH International’s employees have already signed up. The club aims to offer employees and their families exciting leisure-time activities all year long, thereby strength-

ening the work moral of the entire team in “Down Under.” A year of fun activities kicked off in March with a visit to the Fremantle Golf Club. Here the members of the “Social Club” formed teams of four and sharpened their putting skills to put the ball into the 18 holes. Everyone had a good time, of course, but especially the winning quartet comprising Clayton McCarthy, Leigh House and Hannah Mayvis (together with her significant other Tye). The dates of the next “Social



The winning quartet in the golf tournament organized by the “Social Club”.

Club” events have already been set. Members can look forward to “Barefoot Bowls,” a form of bowling played with bare feet, and “Bogan Bingo,” a musical variation of the original lottery game.

## A New Customer with a Long Tradition

### DTE Monroe Power Station has a history going back to Thomas Edison

In the U.S. coal is an important raw material for power generation and will remain so – despite the distinct efforts being made to curtail the use of this fossil fuel for energy generation in the future. Moreover, the coal power plants now in operation are subject to stringent regulations ensuring that they operate as efficiently and cleanly as possible.

#### A bald eagle as a neighbor

The DTE Monroe Power Station is a coal-fired power station on the western shore of Lake Erie and a member of the DTE Energy Group. The plant has an output of 3,280 megawatts. The bulk of the coal used for generation was extracted from the bed of the Powder River. The plant is located right next to the Detroit River International Wildlife Refuge in which several bald eagles have built their nests. Visitors to DTE Monroe should therefore not be surprised if they run into wild animals on the power plant grounds or even see the national bird of the United States flying majestically overhead.

It was because of this circumstance that HOSCH Company was able to gain a new customer: the DTE (Detroit Thomas Edison) Monroe Power Station in Michigan. The new customer had a problem: it needed clean belt conveyors with significantly less carryback; HOSCH had the solution. The first scrapers installed at the power plant convinced DTE Monroe of the outstanding quality of HOSCH products. Since then HOSCH Company has been the “go to” supplier for all problems related to belt cleaning and optimization of the entire belt conveyor system.

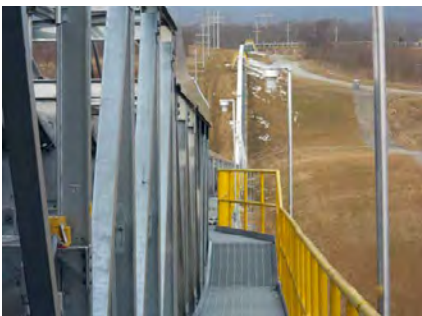
The state of Michigan, considered the heart of the automobile industry in the U.S., is four hours away by car from HOSCH Company’s main office in Pittsburgh. The new customer has a fascinating company history going back to the invention of the electric light bulb by Thomas Edison. Edison was a brilliant scientist who invented the phonograph as well as the light bulb. He was also a clever business man who left nothing to chance and registered more than 1,000 patents for his inventions. In 1886 he founded the Edison Illumination Co.,



The DTE Monroe Power Station in the state of Michigan in the U.S.

which played a major role in illuminating the growing industrial landscape in Michigan. Many years before he became an automobile magnate, Henry Ford gained valuable experience at Edison’s company. Starting out as a fireman, he rose through the ranks over the years to the position of head engineer. The year 1903 marked the birth of the company DTE Energy (Detroit Thomas Edison Energy) as a result of the fusion of two separate entities. In the same year Henry Ford founded the Ford Motor Company; this momentous event created a greater demand for electrification in the industrialized world which DTE in turn was happy to meet.

## New Pipe Conveyor Goes into Service



Job done! After only a few final adjustments, the new pipe conveyor of the AEP Ghent Power Plant in Kentucky in the U.S. is ready for operation. With a capacity of 1,932 megawatts, this power sta-

tion is the largest and most sophisticated coal-fired plant of the Kentucky Utilities Company. Each of the four generating units produces enough electricity to light five million 100-watt electric bulbs – to give just one example. The outstanding feature of the pipe conveyor is its special design, which can be adapted to different types of terrain. This means there are no longer any limitations on the transport of materials over long distances. On top of everything else, the customer was thoroughly impressed by the excellent cleaning results achieved by the HOSCH scrapers installed at this location.



### HOSCH All Smiles after Coal Prep

On the right course: the Coal Prep Exhibition 2014 in Lexington, Kentucky, was a resounding success for HOSCH Company. David Winslow came home convinced that “We are the market leader and will stay the market leader!” The well-attended show offered ample opportunity to rekindle existing relationships and meet potential new customers. Winslow was quick to point out that a good part of the credit for HOSCH’s success at the show goes to an intern from Germany. And not only that: “Christoph Hell supplied us with new marketing ideas which we plan to include in our presentations at the Coal Prep next year.”



# Knocking Off Two Hours Earlier ...

... when Brazil is playing in the World Cup. Interview with Peter Petzold



The FIFA World Cup in Brazil is the sporting event of the year, and in fact is already underway. Way before the first match kicked off, the HOSCH news asked Peter Petzold, Head of HOSCH do Brasil, to assess the spectacle that will take place in this huge country in South America's Amazon region.



*Mr. Petzold, is there any topic of conversation in Brazil other than the World Cup?*

Petzold: The country is actually pretty much divided into two groups. First, there are

those who are really excited about soccer and analyze everything before the game even gets started. There are millions of soccer coaches here who spend days discussing the finest details. The others are the people who think it's crazy to build expensive stadiums when "right next door" other people don't have anything to eat or the whole social system, for example the educational system and medical services, urgently needs more money.

*So is everything going to be ready ontime?*

Petzold: The preparations have been running at full speed in recent days, or should I say hours. Some things will probably not be completed in time.

*Does everything in the country come to a standstill during the World Cup?*

Petzold: It's the school holidays right now and on days when the Brazilian team is playing employers are obligated either to provide a TV set or to give the employees time off starting two hours before the match. And this is what we're doing at Hosch do Brasil.

## HOSCH's Tips for the World Cup

Before the FIFA World Cup kicks off, we asked our colleagues at HOSCH for their hot tips as to who will be the World Champion in Brazil on July 13 and lift the golden cup in front of the cheering crowds:

● **Jari Iversen**, HOSCH Scandinavia: Either Brazil or Germany. But as you can't have two World Champions, I'll go for Brazil.

● **Peter Petzold**, HOSCH do Brasil: I'm sorry for my home country, but I don't doubt that Brazil will win the World Cup.

● **Sandip Kumar De**, HOSCH India: I would put my money on Germany to win.

● **Mark Macqueen**, HOSCH Asia: We think Brazil definitely has the edge because they are playing at home.

● **James Stamelos**, HOSCH International: I think the winner will be Spain. Australia will not get past the first round.

● **Mario Del Pezzo**, HOSCH Italy: My tip is Brazil. Italy will make it to the quarter final, but probably no further than that.

● **Cesar Vigo**, HOSCH Spain: After a lot of soul searching, my guess is that

Brazil will become World Champion. Spain will be knocked out in the quarter final, and Chile won't get any further than the round of 16.

● **Justin Winslow**, guessing on behalf of his father David at HOSCH Company:

Either France, Belgium or Columbia will be the 2014 FIFA World Champion. The U.S. team should make it to the round of 16.

● **Krzysztof Lebioda**, HOSCH Polska: For my money, Brazil will beat Spain in the final. Germany will come in third – better than Argentina, Portugal or Russia.

● **David Patterson**, HOSCH GB: I think Argentina will be the new World Champions. I've got three reasons for thinking that: First, coming from South America, Argentina will be familiar with all the conditions in Brazil, especially the weather. Second, they have a lot of excellent players in their ranks, including Sergio Aguero from the English champions Manchester City. Third, the team will be highly motivated to beat their arch rivals Brazil.



## An unplanned dip in the pool

The city of Belo Horizonte, where Peter Petzold lives, could be hosting the semifinal between Brazil and Germany on July 8. "Sadly," says the HOSCH manager, he does not have tickets for the match. But he has fond memories of the last such "clash of the Titans" in the

2002 final: "That day I was at the neighbors' barbecue, and when Brazil won 2:0 everyone decided I had to be thrown into the swimming pool. Of course it was all forgotten over the next round of caipirinhas and friendship between Germany and Brazil was restored ..."



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