

# HOSCH *news*

The International HOSCH Magazine



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## Editorial

### Investing In The Future

Dear HOSCH employees!

Business people and politicians across the world all face similar challenges. They have to find ways of overcoming financial and economic crises and they have to ensure, as best as they can, that future crises do not occur. HOSCH makes every effort to maintain its position as a world market leader, a position earned as the result of our second-to-none products and services. It's also important that this place at the front be consolidated – not at least by means of competitive infrastructure. One future milestone in this process is the planned new building going up in Germany, not far away from our Headquarters in Recklinghausen. "Any company that wishes to grow has to build," is what we said back in 2006. As a motto, it's not only as relevant as ever but also the reason why we invest in bricks and mortar – and ultimately in jobs – at HOSCH locations throughout the world.

In Brazil too, a large-scale building project is on the drawing board, about which we hope to report at a later date. Meanwhile, in Italy and France, new and/or additional premises have recently given a big boost to HOSCH's general image. Thanks to larger storage capacities, for example, HOSCH companies all over the world are optimizing their service levels and becoming even more customer-focused. Our business partners in the countries concerned are already highly appreciative of these strategic investments.

As we move forward, we aim to ensure that you, as the workforce, are always involved. After all, it is only with satisfied employees working in state-of-the-art offices, production facilities and warehouses that HOSCH can maintain its position as a leading world company in our particular industry and continue to succeed in the face of tough global competition!

We wish you and your families as well as our customers and business partners a pleasant summer and a happy and prosperous second half of the year.

Yours sincerely,

Hans-Otto Schwarze

Eckhard Hell

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Title photo: The Pigeon Creek Mine in the Appalachians in Virginia.

# HOSCH Puts To Sea

Hamburg shipping company uses scrapers for its self-unloading vessels



The ship is unloaded with a swivel conveyor. In the foreground: Hubert Kopyto

A ship that's getting ready to leave the port is a fascinating spectacle – so let's go on board. Using hoisting cranes and belt conveyors, the deckhands skillfully load the last-minute blocks of freight. The ship's whistle gives off a blast, the anchor chain rattles and the lines are hauled in. A spectacle that the employees at HOSCH's Hamburg branch will be seeing more and more often.

This is because one of the Hanseatic city's shipping companies, also one of the few owners of self-unloading ships in the world, has turned to HOSCH for assistance. About 180 meters in length, the vessels can hold up to 60,000 tons of freight. And what's so special? Thanks to the belt conveyors and a swivel conveyor, the ship's freight can be discharged at any desired point – without

additional equipment. The fleet of this Hamburg shipping company, by the way, usually ploughs the North and Baltic Seas, en route to countries such as England, Norway and Denmark as well as other ports in Germany.

#### Shock waves

Since the ships are constantly on the go, the HOSCH service technicians are faced with huge challenges. A scraper, for example, may have to be installed during a speed out at sea. "We embark in Bremen, carry out the installation while crossing the North Sea and disembark in England," says Detlef Domke von Bichowski, describing a typical day's work for the HOSCH sailors. Except that's not all for the technicians who tend to work on solid ground. "Sometimes you feel a bit queasy when

#### ➔ The „sailors“

The "sailors" who currently board a ship on behalf of North II Branch in Hamburg are HOSCH employees Hubert Kopyto, Sebastian Rathke and Torsten Mroncz. The scrapers installed on the ship belt conveyors have in the past been type B6. Plans are underway for HD and C type scrapers to be used as well.

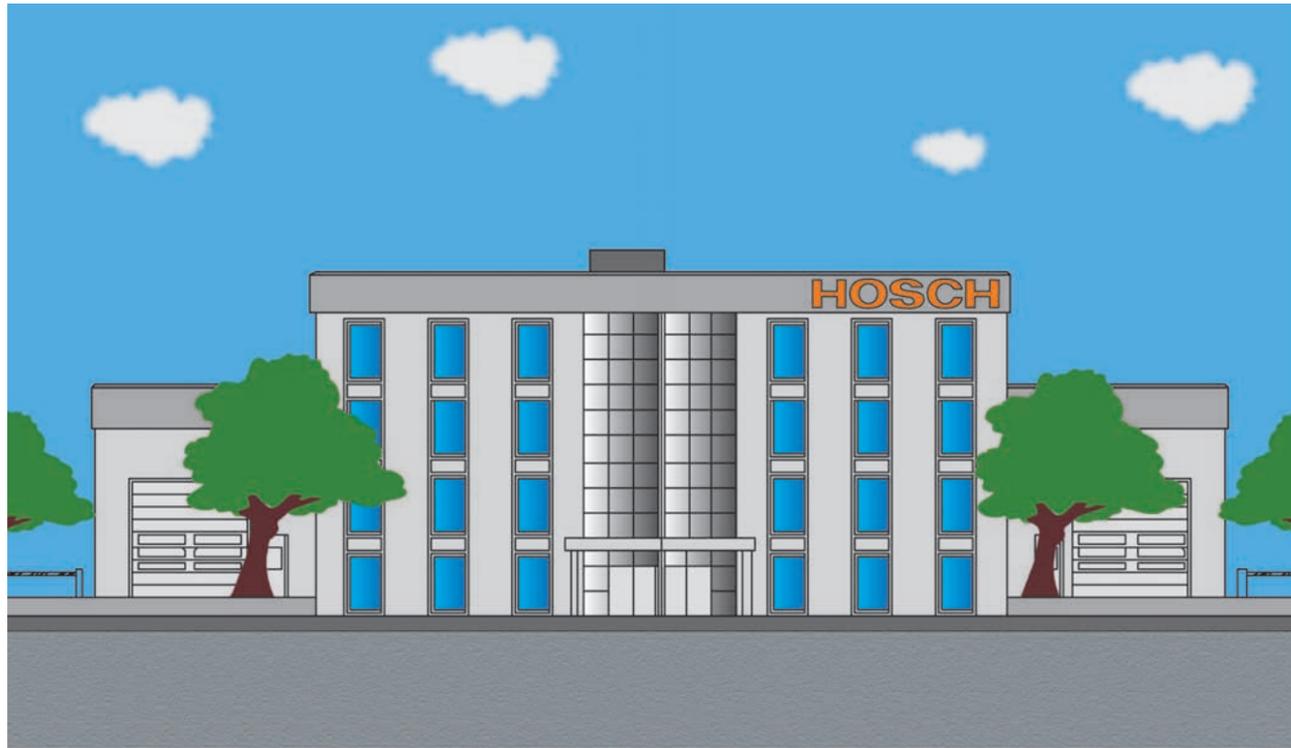


Meter-high waves can give you a queasy feeling

a giant wave hits the ship and causes it to tilt to one side."

#### Operate to full efficiency

Similarly, because the owners have to pay hard cash for each day a ship is laid up in dock, the HOSCH scrapers installed on the belt conveyors have to operate to full efficiency. Maintenance work or refits thus tend to take place out at sea so that the ships can move on as soon as they have discharged their loads. Detlef Domke von Bichowski: "At the moment, we are discussing how to tackle larger-scale refits when a ship is laid up for its general overhaul every three or four years."



This sketch shows the planned HOSCH production and logistics center

## HOSCH Head Office Plans to Expand Its Facilities in Germany

Production facilities and a multistoried office building are currently planned

The structural expansion of the Head Office in Recklinghausen has become urgently necessary as a result of the enormous growth of the HOSCH Group. As there is no space available for an additional new building at the present location, the "Am Stadion" Industrial Estate, HOSCH has for some time been looking for a suitable property in some of the industrial estates close to Recklinghausen.

In an open letter, HOSCH Founder Hans-Otto Schwarze recently informed the company's employees about his intentions to put up new facilities. The letter said: "The development of the entire HOSCH Group in recent years requires us to expand first and foremost our production facilities."

According to Hans-Otto Schwarze, a site in the neighborhood of the present HOSCH Headquarters would be ideal for the planned expansion. It was important to him, he emphasized, that the employees working there could reach the new location easily: "We must ensure that they will experience no disadvantages of any kind as a consequence of the move."

### Modern and attractive

For some months already, HOSCH has been negotiating conditions for one of the last "white spots" on the map in close proximity to the Head Office. An offer to purchase the site has already been submitted. First of all, however, all the legal details must be finalized before the deal can be completed.

HOSCH intends to build an attractive modern production and logistics center on the new site. The architecture will harmonize with the present buildings in the estate. The above sketch illustrates what this new building may look like. The plans now on the drawing board show production facilities with an area of around 2,400 sqm and one four-story office building.

Provided that the results of all the ongoing negotiations are positive, the first earthmoving equipment could arrive at the site before the year is out. And if construction work proceeds as envisaged, HOSCH will be able to move into its new quarters in the middle of 2013.

## HOSCH Scrapers Operate Efficiently at Europe's Largest Open-Cast Mine

HOSCH has been present in the Hambach brown-coal district since 2005

The huge Hambach open-cast mine in the heart of the Rhenish brown-coal district offers visitors an impressive industrial vista. However, this "miracle of modern technology" is an important economic factor for the region as it provides badly needed jobs and attracts tourists. The excavated earth has been piled up to help create an attractive wooded hill – the "Sophienhöhe" – about 200 meters high.

Hambach, the largest open-cast mine in Europe, is operated by RWE Power AG, Germany's second-largest energy provider, together with the largest German brown-coal company. In March 2012, the latter invited HOSCH Managing Director Eckhard Hell and Hans-Jürgen Niehues, who has been selling HOSCH products to RWE for years, to visit the 85-sqm excavation area. HOSCH conveyor belt scrapers have been in service here under daunting conditions since 2005. Starting out with test models, HOSCH later installed XL versions of various scraper types with extra-long module arms and special blades in cooperation with RWE. This equipment achieved excellent belt-cleaning results.

It has since been supplanted by the newest HOSCH scraper models designed for very heavy and fast belt con-



Hans-Jürgen Niehues and Eckhard Hell in front of a giant bucket-wheel excavator



HOSCH scrapers in continuous operation at an open-cast mine

veyor systems. Such scrapers currently ensure optimal belt cleaning at Hambach. HOSCH has numerous scrapers in service at this site, including some with a pneumatic disengaging device.

### Extremely fast belt systems

Incidentally, the belts at Hambach can travel at an average clip of 7.5 m/s (only a few up to 15 m/s). This speed, on top of their large size and heavy weights, is another reason why the highest standard of belt cleaning is required here. Moreover, plans call for this type of scraper to become the main scraper type at Hambach. In addition, another scraper for heavy-duty applications will be installed on various belts in the near future.

### Strong partners

Ahead of the upcoming trade-shows for the bulk materials industry – e.g. easy-fairs Schüttgut on November 7 + 8 in Dortmund – Eckhard Hell aims to have articles appear in well-known trade journals about the HOSCH scrapers operating at the Hambach Open-Cast Mine. "RWE will assist us with photos and videos," he reports. The HOSCH Managing Director is obviously pleased about the strong relationship HOSCH has developed with the energy power company – in the field of marketing and other areas.

Finally, plans to equip further on-site heavy machines composed of excavator, conveyor belts and stacker with HOSCH products in 2012 offer further evidence of HOSCH's status as a highly sought-after partner in the excavation sector.

### ➔ Mining until 2040

*The first coal was mined at the Hambach Open-Cast Mine, about 30 kilometers west of Cologne, in 1984. The 2.5 billion tons of brown coal still lying at the site are to be dug out by 2040. As such, the mine currently has a depth of about 350 meters. About 40 million tons of coal are excavated each year, work performed by the world's largest bucket-wheel excavators – gigantic machines 220 meters long, 96 meters high and weighing 13,500 tons. The largest of them can excavate up to 240,000 tons of coal or cubic meters of overburden daily. The belt conveyor systems have a total length of approx. 100 kilometers. The coal mined here is purchased by power stations and refineries.*

*There are a total of six brown-coal districts in Germany: the Lausitz district near the Polish border, the Central German district in the metropolitan region of Leipzig/Halle/Bitterfeld and the Rhenish brown-coal district as well as three smaller brown-coal fields in Lower Saxony, Hesse and Bavaria.*

### Further information at:

[www.rwe.com/web/cms/de/60012/rwe-power-ag/standorte/hambach/](http://www.rwe.com/web/cms/de/60012/rwe-power-ag/standorte/hambach/)



Time is money: work sheets are out as service personnel record their working times with the HOSCH cell phone

## Making Optimal Use of Time

HOSCH introduces a new system for recording installation times

We all know that time is money and equally precious. With this in mind, HOSCH has replaced its previous method of recording installation hours on paper with a mobile time recording system. Not only does the new system save time, since time data no longer have to be recorded and entered five times; it also eliminates many sources of error.

Service technicians' time sheets have now been made obsolete by cell phones. However, this transition required a lot of preparation: cell phones had to be purchased, software had to be installed, and employees had to be trained.

Since January 2012 the new system has been operating with assistance from a specialist in the Münsterland region. The service technicians now enter all important information in their HOSCH

cell phones, which transmit this data directly to the HOSCH server. Here the data are checked for correctness; they are then released and forwarded to the Accounting Department for processing. The new program also provides a platform for optimal coordination of the planning activities and service jobs carried out by technicians.

**Making work easier for everybody**  
And here's how it works: the cell phone comes with a quick selection key – "Clocking in" – that calls up the selection menu. The user can then access a submenu by punching in the right number. By selecting the appropriate menu item, for example, he or she can open up an order, switch to another order, or close an order. The number entered is then to be confirmed with "More" or "Select."

In the next step the employee selects the action he or she wants to carry out, e.g. "Leave/Off Work," "Travelling time" or "Installation." The technician again has to confirm his or her selection. Finally, a window appears with the booking confirmation; in this window the user has the chance to check and correct the entries he or she has just made. Job planning is carried out in the same way: the HOSCH employee can see on the display which jobs still have to be done and which bookings have already been made.

### Satisfying conclusion

In short: the introduction of the new system caused euphoria and resentment in equal measure. However, there is now unanimous agreement that mobile time recording saves time and effort for everybody.

## Committee Meets in Crailsheim

Voith Turbo GmbH in Crailsheim recently hosted a meeting of the Technical Committee for Bulk Materials Handling Technology of the Association of German Engineers (VDI)

In late 2011 the members of VDI's Technical Committee for Bulk Materials Handling Technology met in Crailsheim, about 80 kilometers from Stuttgart in the German state of Baden-Württemberg. At this event organized by committee member Dipl.-Ing. (FH) Bernhard Schust of Voith Turbo GmbH & Co. KG, the committee (of which HOSCH Managing Director Eckhard Hell is also a member) discussed topics of current interest to their industry. These included the VDI guidelines for metal separators on belt conveyors, measures for reducing dust formation, and criteria for evaluating the economic efficiency of belt conveyor systems.

The organizers had put together an interesting program including a presentation on Voith Turbo GmbH, the leading specialist for state-of-the-art drive and brake systems for vehicles traveling by rail, road or water. The program also included a cultural highlight: an expert guided tour of the Kunsthalle Würth in Schwäbisch Hall in Bavaria. This museum, inaugurated in 2001 by then German Chancellor Gerhard Schröder, regularly presents changing exhibits based on the collection of Prof. Dr. h.c. Reinhold Würth. Now 77, the entrepreneur and art patron founded a company based on screws and screw accessories

and guided its development into a company that now has a workforce of about 60,000 and is the world market leader in assembly and fastening technology.



At the invitation of Voith Turbo GmbH & Co. KG, the members of the Technical Committee for Bulk Materials Handling of the Association of German Engineers (VDI) met in Crailsheim in the German state of Baden-Württemberg. HOSCH Managing Director Eckhard Hell (far left) was there

## "Shop Talk" on Bulk Materials Handling

"Handling, Storing and Transporting Bulk Materials" was the title of an event hosted in Fulda by the Knowledge Forum of the Association of German Engineers (VDI) in May. It was attended by numerous experts including Managing Director Eckhard Hell, Service & Installation Head Hans-Jürgen Niehues and Sales Director Detlef Domke von Bichowski from HOSCH. The meeting is an established forum for operators, manufacturers and designers of bulk materials handling systems. Besides the talks and presentations, there was ample opportunity for intensive "shop talk." This year the voluminous agenda focused on current developments and specific problems arising in the practice of bulk materials handling. The diversified topics included: new strategies for increasing the capacity of overburden spreaders and for handling substitute fuels at power plants; the manufacture, inspection and monitoring of belt conveyor joints, and "the arrangement and operation of bunkers and silos." The latter topic covered new process technology methods, new techniques for building coal bunkers, and the use of the discrete element method (DEM) in the cement and stone & quarry industries.

## ! IMM 2012 in the Last Week of September

*Save the date! The HOSCH Management has announced that the International Management Meeting (IMM) 2012 will be held during the week from Monday, September 24 to Friday, September 28. As usual the venue will be HOSCH Headquarters in Recklinghausen. This means that this year the IMM, an important event for the entire HOSCH Group, will not conflict with the fall holiday for schoolchildren in the German state of North Rhine-Westphalia. The actual conference will be held on Tuesday, Wednesday and Thursday (Sept. 25 – 27). Monday and Friday (Sept. 24 + 28) have been reserved for individual meetings between the HOSCH Management and managers of HOSCH companies outside Europe, who travel long distances to attend the meeting. To make it easier for everyone to plan, revealed Managing Director Eckhard Hell, "HOSCH is seriously considering holding the IMM in the last week of September every year."*

# +++ HOSCH Personnel ticker +++



Doris and Hans-Otto Schwarze pose with Knut

## An Informal 75th Birthday Party

HOSCH Managing Director **Hans-Otto Schwarze** celebrated his 75th birthday in mid-May amidst his family, friends, neighbors and close co-workers. In his invitation, he had expressly asked the guests to refrain from gifts and speeches, and everyone had respected this wish. Instead, they donated money to a cause dear to

Mr. Schwarze's heart, namely animals in distress. The HOSCH employees displayed their usual creativity by presenting their host with a plastic bone of a revolting green color – with euro notes of various denominations hidden inside.

When the day of the party dawned with picture perfect weather – sunny but not too hot – Mr. Schwarze decided things could get going at 11 a.m. in the family's lovely backyard. It was an informal get-together – just what Mr. Schwarze and his wife had wanted. The party was clearly a big success: many of the guests stayed on until the early evening and enjoyed the good conversation, the tasty appetizers, the grilled specialties, the tempting desserts and – this being Germany – the coffee and cake.



## Hard Hats and Steel-Capped Boots

**Marisa Akamatis** is the new face at HOSCH Australia. She is the first to admit that her reason for joining the company was rather unusual: "I get a thrill of wearing a hard hat and steel-capped boots at work every day!" Her résumé includes stints in HR manage-

ment and media work; she has also tried her hand at selling commercial real estate. She is happily married to her husband Fred and refers to their 7-year-old son Yiani as "the love of our life." The three of them make up a happy family unit. Marisa Akamatis stays fit by doing a lot of sports; she likes all kinds of music "except for punk!" When she is not working, she loves to watch comedy shows on TV and go to dinner parties – as long as Brussels sprouts aren't on the menu!



## A Vinyl Collection for Australia

By accepting a job at HOSCH International, **Warren Kilmester** traded the wet and windy British climate for the land of kangaroos and koalas. Together with his wife Kirsty and their children Olivia (6) and Beau (4), he immigrated to Australia about nine months

ago. Warren is already totally immersed in his new country and new job; he feels especially at home when he is working again with John Tuckley and Nigel Jagers, HOSCH colleagues who share his experience of relocating from GB to the country "down under." His free time is divided between his friends and family and his vinyl collection. With such a love of music, it comes as no surprise that Warren is an amateur musician who plays the guitar.



## Proposing on the Riverside

It was a scene straight from a romantic novel. In early March 2012 **Monique Lurvink**, an employee of HOSCH International (Pty) Ltd. in Australia, was walking along the river with her boyfriend Clinton Lengkeek. Suddenly, Clinton dropped to his knees

and popped the question in the time-honored way by asking: "Will you marry me?" Monique's reply – "Yes, I will!" – was equally classic.

Monique's three children were the first to hear the news, followed by the couple's friends and family. The couple has not yet set a date for the wedding. However, with Monique's reputation as a fantastic party-giver, it is sure to be a day to remember. The HOSCH team is happy to join in the chorus wishing the couple many happy years together.

# +++ Personnel ticker +++



## The New Vice President: Our Man David Winslow

On April 1, 2012 it became official: **David Winslow**, previously Head of HOSCH Company in Pittsburgh, is now Vice President of the HOSCH Company USA. David Winslow was awarded this title in recognition of his professional accomplishments and the strong commitment to HOSCH he has shown over the years. In the name of the entire company, Managing Directors Hans-Otto

Schwarze and Eckhard Hell thanked David Winslow for his "hard work and success in expanding the company on the competitive U.S. market." HOSCH is clearly behind David Winslow all the way as he forges further expansion plans for HOSCH in the U.S.



## Offspring in Spain

What a Happy New Year! For **José Quintana Suárez**, employee of HOSCH Spain, and his wife **Mónica Duarte Fernández**, the year 2012 got off to a spectacular start with the birth of their daughter Vera on January 2. The baby weighed exactly 3,465 grams and was 48.5 centimeter long at birth. Her ecstatic parents fell in love instantly with her brown eyes – a perfect match to her brown hair!

## Employee Anniversaries at HOSCH Headquarters

**25 years:**  
Achim Schubert



**15 years:**  
Walter Rolloffs



**20 years:**  
Monika Griesel  
Frank Günther  
Detlef Maly  
Werner Schulz



**10 years:**  
Mechthild Köhler  
Raisa Götz  
Markus Weber



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HOSCH products have been used at coal mines in the Appalachian Mountains for over 30 years

## Almost heaven, West Virginia ...

The Appalachian Mountains are the theme of the song "Take Me Home, Country Roads" and the home of two HOSCH partners

The blue of the mountains, the green of the forests, and the black of the coal: these are the colors of the Appalachians. Already 400 million years old, these mountains running along the Eastern Seaboard of the U.S. are famous for their hiking trails and coal mines. In 1971 singer/songwriter John Denver immortalized the region in his song "Country Roads" praising the beauty of the Blue Ridge Mountains and Shenandoah River.

In March 2012 HOSCH Managing Director Eckhard Hell visited West Virginia, where HOSCH has been supplying products to the coal-mining industry for

more than 30 years. The region is the home of two HOSCH customers: the Appalachia Sales Group, one of the largest coal producers in the U.S. and Alpha Natural Resources (ANR). Founded in 2002 with seven employees, ANR now operates 15 mines and coal-processing facilities and has a work force of 14,000. It sells a wide range of coal-related products and services to electrical power companies in North America and is one of the largest suppliers of coking coal for the steel industry.

**Country Roads, take me home...** HOSCH's most important contact for these two companies is Shaun Baker,

who was recently appointed Regional Manager of the HOSCH Company for this area. The new Regional Manager is an expert in open-cast and deep mining and has been with HOSCH for seven years now. During the seven-hour drive from Pittsburgh to HOSCH's customers in West Virginia, Shaun Baker took the scenic route along the Blue Ridge Parkway. Eckhard Hell was impressed by the forest-covered mountains, the rocks which are a mecca for climbers, and the many lakes and rivers. The Managing Director from Recklinghausen thoroughly enjoyed the clean air and peace, not to mention the fantastic view of nearby Spruce Mountain (1,482 m).

## Exciting Footage of HOSCH Products on the Monitor

Successful appearance at the "Coal Prep 2012" in Lexington, Kentucky

This year again the "Coal Prep 2012," held in Lexington, Kentucky in the U.S., was a meeting point for coal processing and coal preparation companies from all over the world. This year's show was the 29th already and attracted more than 300 exhibitors. HOSCH Company was of course one of them. David Winslow, Vice President of HOSCH

Company: "To call attention to our global presence, we had hung up a huge banner with flags of all the countries in which HOSCH is represented." The stand also featured a high-tech monitor with non-stop footage showing the precise operation and outstanding cleaning performance of HOSCH products such as the HD, C1, C2 and B6.

David Winslow summed it up nicely: "We were able to impress our customers and the stand visitors with the innovative power of products 'made in Germany,' thanks to the product exhibits and the timeline of HOSCH history. At the same time, we managed to present ourselves as perfect service providers!"

## A Born Salesman

Eddie Presch a.k.a. "Mr. HOSCH" has always been on the lookout for new challenges for over 25 years

His name is not "Bond" but "HOSCH" – "Mister HOSCH" to be precise. At least this is what his colleagues call him – not surprisingly since Eddie Presch just completed 25 years of service for HOSCH GB in March 2012. General Manager David Patterson thanked him for his "extraordinary loyalty" and closed with the personal words: "Under your direction our sales have grown considerably. Ever since I have been with the company, I have watched you accomplish this under even difficult economic circumstances."

Eddie Presch (42) joined HOSCH GB directly after leaving school in March 1987. At first he worked in the workshop. After only one year, however, he enrolled in a five-year degree program in Fabrication and Welding at Darlington College of Technology. After working as Workshop Manager for two years, his new career path at HOSCH

led him to the northern part of the island, where he worked as a service engineer under the supervision of Eric Goodfellow, at that time Regional Sales Director at HOSCH GB.

### Close Relationships to the Customers

Always looking for a new challenge, Eddie Presch took on the job of looking after HOSCH GB's customers in the mining industry. As his relationships to the engineers working for HOSCH's customers developed, his sales figures got better and better. He then tackled his next HOSCH challenge by shifting his career focus entirely to sales. In his new role he was responsible for expanding HOSCH's business in the northern region. Here he paid special attention to the largest customer, the steel works in Teesside. The next step up the career ladder came in 2005: Eddie Presch was promoted to the position of "National Sales Manager," in which capacity he



Eddie Presch with his son Jordan and his Yamaha R1

was responsible for all sales of HOSCH GB. When asked to reveal his secret recipe for success, "Mr. HOSCH" replies: "You have to work very hard and you have to believe in the product you want to sell and be passionate about it." Since 2008 Eddie Presch has been married to Johanne. His son Jordan has made their happiness complete. On their vacations you're likely to see them travelling with their own caravan. However, you can also find "Mr. HOSCH" riding his Yamaha R1 motorcycle or his mountain bike.

## Loyalty Is Essential

Gareth Morgan has been working for HOSCH GB for 25 years

Loyalty – to family and his employer – is the essence of Gareth Morgan, who celebrated his "silver anniversary" with HOSCH GB on March 20 of this year. General Manager David Patterson found the right words on this occasion: "Loyalty is a word that does not mean as much today as it did in the past. For this reason, 25 years of service to HOSCH is a wonderful accomplishment. Our sales in the south have experienced substantial growth in the past five years." Addressing Gareth Morgan, he added: "You deserve a lot of the credit for this – it's something you can be proud of."

Gareth Morgan arrived at HOSCH via a circuitous route. In the coal industry,

he worked his way up to the position of shift foreman. This was his first encounter with his later employer HOSCH GB, as HOSCH B1 and B4 scrapers were in operation at "his" mine. When the coal mine shut down, Gareth Morgan said goodbye to British Coal. And Michael Garland, at that time Sales Manager at HOSCH GB, employed him as a mechanic. He remembers his first shift at HOSCH as if it was yesterday. "They took me to the Trelewis Mine, where I installed a B8 scraper on an above-ground belt conveyor." Eight years after joining HOSCH, Gareth Morgan switched to Sales & Service, where he has been working ever since. The 67-year-old has a lot of hobbies: He sings in a



Gareth Morgan has been with HOSCH for a quarter of a century

male glee club, and can also imagine coaching the local rugby club in his home town of Porth in Cornwall again during his retirement. Their daughter Claire has already given him and his wife Jackie granddaughter Carys: "I'm looking forward to that more than anything else," he admits. "I want to spend more time with her and watch her grow up."



The students at Kathu High School wear their HOSCH jackets proudly

## Warm Jackets for Sports

HOSCH South Africa supports Kathu High School students with fashionable clothes

Students at Kathu High School were delighted by the new sports jackets they received as the result of a funding organized by HOSCH South Africa. The sponsorship is also plain to see: the HOSCH logo adorns both the front and the back of the jackets.

Founded in 1976, Kathu High School currently employs 43 teachers who supervise 882 students representing all the ethnic groups in South Africa. Right from the start, it was considered impor-

tant that the school opens its doors to children of all nationalities – especially those of the foreign laborers working at Sishen Iron Ore Mine (see info box). Since 1991, boys and girls from Poland, England, Chile and Germany have also attended KHS.

In 2007, two Kathu High School students first came to Germany as part of the FSA Youth Exchange Program and attended classes there over a period of four weeks. Having continued since

then, the exchange is now reciprocal in that each year three German exchange students attend the KHS for six weeks.

According to Johan de Koker, who is general manager at HOSCH South Africa and who knows the school very well, the timetable is outstanding in both theory and practice. In particular, Kathu High School students have excelled themselves in sports at the national level – in rugby, golf and track & field, for example.

## HOSCH GB Rubbing Shoulders with the “Global Players”

The "Hillhead" is described as "the big shop-window for quarrying, recycling and heavy construction equipment." It's a safe bet that this is a show HOSCH is not going to miss. From June 19-21 the Hillhead 2012 will be held in a quarry near the picturesque town of Buxton in the County of Derbyshire in the center of England. About 400 exhibitors, including numerous "global players,"

will be presenting their products open air and in tents. Inspired by its success at the "Steinexpo" last year, HOSCH GB is coming to the show with a stand sporting a brand new design.

By expanding their outdoor facilities and the existing pavilions, the organizers of Hillhead 2012 have succeeded in creating space for 12 additional stands.

They managed this even though they ran into unusual obstacles in the run-up to the show. Project Manager Richard Bradbury explained: "Because of the huge demand for temporary structures caused by the preparations for the Olympic Games in London, large tents were in extremely short supply."

Further details at: [www.hillhead.com](http://www.hillhead.com)

### → Titbits

*A town in the municipality of Gamagara, Northern Cape Province, Kathu has just under 13,000 inhabitants (latest update: 2010). The nearest towns are Postmasburg und Olifantshoek, each about 50 kilometers away. The town's economy thrives on mining – with Iscor Steel Corporation (Iscor) operating Sishen Mine, one of the largest open-cast iron-ore mines anywhere in the world. Also, some of the world's longest freight trains travel down the Sishen-Saldanha Bay Railway Line which was purpose-built for the transportation of iron ore.*

## “Open House” at HOSCH France

HOSCH has moved into new office and warehouse space in Calais. It celebrated with a two-day “Open House”

"Come in!" With this informal greeting HOSCH France welcomed the more than 100 guests at the two-day open-house event held on its new premises in the harbor city of Calais. Claude Trumpf, head of HOSCH France, explained why it had become so urgent to enlarge the warehouse and to make the move: "Here in northern France we have been able to increase our sales to the steel industry and to the operators of the harbor facilities."

To meet the growing demand for solid HOSCH service and to expand its warehouse in Calais, HOSCH leased premises on the Arcelor grounds and invested in equipment and furnishings for its new offices, warehouse and workshop. Claude Trumpf commented that "Many of our key accounts who accepted the invitation said they were pleased to see the investments we had made for them!"

### A neighbor paid a visit

The guests included representatives of a large titanium oxide factory located in close proximity to the new HOSCH warehouse. Claude Trumpf disclosed



The "Open House" in Calais drew many customers and business partners

that "They had been having problems cleaning their conveyor belt systems and were thus very happy to gain HOSCH as their new neighbor!"

There was a good atmosphere on both days of the event and the HOSCH team took advantage of this opportunity to interact with customers in a relaxed way without the usual stress of work. The guests included representatives of well-known French firms and international corporations. Claude Trumpf's résumé of the two days: "HOSCH France presented itself to its customers as a very professional partner."

### → Reinforcing the Team

*Simultaneous with its move to new premises, the Calais office of HOSCH France gained a new service employee. In February 2012 Mattieu Roussel joined Claude Trumpf's team. Besides the "new man," the "old hands" – Cédric Mouisel, David Hénon, Jean-Luc Hernault and Lionel Miquet-Troisvalets – presented their workplaces and numerous HOSCH products on the two days of the open house.*

## Scraper Installed in Indonesia



Kelsey Lynch and Norbert Beermann on the morning of the scraper installation in Indonesia

In tandem with Norbert Beermann, James Stamelos, Managing Director of HOSCH International (Pty) Ltd. in Perth,

Australia, supervised the installation of the HD04 and the C4 scrapers at PT Freeport in Indonesia in April of this year. They were assisted by the HOSCH distributor PT Patria Bima. Their colleague Kelsey Lynch from HOSCH's Australian team had also travelled to Indonesia to assist during the installation and to gain new insights into the wide range of HOSCH products.

PT Freeport Indonesia, a subsidiary of Freeport-McMoRan Copper & Gold Inc., is the operator of one of the most breathtaking mining sites in the world.

To reach the mine, you first have to travel a long distance – by airplane, helicopter, automobile and cable car. Indonesian weather is typically hot and tropical. During the visit in April, however, it put a different face forward: on the day of the installation it was an estimated 10 degrees Celsius and raining. On the whole the installation of the HOSCH scraper systems proceeded very smoothly. Together with representatives of PT Freeport Indonesia, James Stamelos and Norbert Beermann are now working to optimize several details of the installed scrapers.

## New Offices for HOSCH Italia

New office and more warehouse space in Pontecagnano



A pleasant work environment in the new office and warehouse space leased by HOSCH Italy

A move within the city walls: HOSCH Italia has brand new offices for its commercial employees and more space for its production and warehouse operations. The team headed by Managing Director Mario Del Pezzo is now located in the Il Granaio Industrial Estate in Pontecagnano. This community of about 25,000 in the province of Salerno in the Campania region has been the home of HOSCH's Italian headquarters for many years.

This move brings HOSCH Italia closer to its customers since the new building is only 300 meters from the nearest railway station and about 1.5 kilometers from a major highway. HOSCH is leasing a two-story building. The ground floor has two separate entrances: one for the warehouse, for material deliveries and pickups, and another for the smaller workshop area. The offices are located on the second floor with separate areas for sales, administration and management.

### More space for a fast service

Mario Del Pezzo reports that "Having this extra space makes storing our spare parts much easier. We can now repair scrapers faster and return them to service sooner." The new buildings are also a stronger calling card for the company; this has been confirmed by the first customers shown around the new premises by Mario Del Pezzo, who complimented him on the new work environment.

## Multimedia Reigns

HOSCH at the "Expomin" – the top mining show in South America

HOSCH presented an excellent calling card at the "Expomin 2012" in Santiago, Chile. The five-day show held every two years is one of the most important mining shows worldwide and the most important show in South America.

TTM, HOSCH's official distributor in Chile, was represented at the "Expomin 2012" with an individual stand covering two stories. Multimedia reigned during the show, with films of HOSCH scrapers in operation running on numerous monitors. In addition to tracker rollers, the exhibits at the stand included complete scrapers of various types as well as single modules installed on an exhibition belt. Giancarlo Leombruno spent three days at the show in the Chilean capital; he later comment-



The TTM team at the "Expomin"

ed: "It was an extremely successful presentation, thanks to the support of our distributor TTM and its new general manager, José Miguel Balvian." The visitors of the stand included Manuel Vera Sandoval and Manuel Rojas, both of

### The Sea and Good Food

*Simone Maccario is the new sales and service technician at HOSCH Italia and will be working mainly in the northeastern part of "the boot." The 29-year-old was born in Salerno and studied in London, where he worked to support himself and improve his English. At HOSCH he initially worked as a technician and later joined the customer service staff as a mechanic. Simone Maccario loves the things most Italians love: the sea and good food.*



Simone Maccario

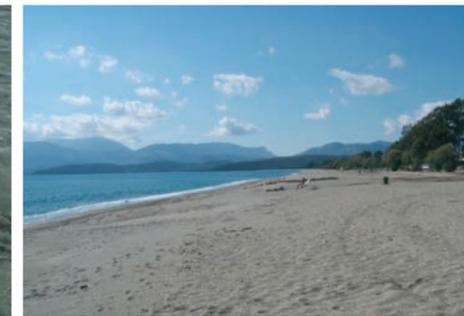
### Return visits

*The intensive discussions between HOSCH and its distributor TTM have given rise to numerous return visits. In May, for example, Philippe Hemmerdinger, one of the owners of TTM, paid a visit to HOSCH Headquarters in Recklinghausen. Shortly before this, Juan Ignacio Campo (TTM) had arranged for two high-ranking representatives of the Chilean mining company BHP Escondida to visit HOSCH Headquarters in Germany and gain first-hand insights into the "World of HOSCH."*

whom hold responsible positions at the Codelco Andina Mine. At this mine preparations are underway for the installation of the newest generation of scrapers on two belt conveyors.

## Sand Castles, Long Walks or Relaxing at Home

Whether on the coast or in the mountains, whether you go away or stay at home, HOSCH Group employees all have their favorite places when it's time to take a vacation. Shortly before the summer holidays in Europe, HOSCH news has spoken to managers at HOSCH companies throughout the world and asked them where they prefer to spend their vacations. And whether they actually get away at all ...



For Johan de Koker (HOSCH South Africa) hasn't been on holiday for five years now. A short break at home is all he needs in terms of winding down and relaxing. "In fact, even a weekend at home is too long if I have nothing to do," he says. The same goes for James Stamelos (HOSCH International), who seldom gets to enjoy sun, sand and sea. "Yes, I admit, I'm a workaholic and that I rarely go on holiday." But when distant parts do tear him away from Australia, then of course – as a native Greek – he favors his country of birth. "You get a bit of everything there," the manager points out, "mountains, beaches, islands and family as well as friends, culture and good food."

Jari Iversen (HOSCH Scandinavia) divides his free time carefully. As an enthusiastic huntsman, he uses any time off to pursue his hobby, favored destinations being the hunting grounds of Germany, Poland and Sweden. But if he travels in company, Mr. Iversen has to take his four-legged friend into account: "When we've got the dog with us, we rent a cabin or holiday home in Denmark, Sweden or France, explore places in the nearby area and take in the peace

and quiet." And if the dog stays at home, he books a hotel, jumps on a plane and enjoys lazing about or relaxing in the sun. "And then our preferred holiday countries are Turkey, Spain, Greece and Italy." Ditto David Winslow (HOSCH Company), who loves to spend the day swimming or building sandcastles with his wife and two children – which is why the Winslows tend to head for the beaches of the Atlantic Ocean.

The ocean is also a must for Cesar Vigo (HOSCH Iberia) – with the Dominican Republic being his holiday destination of choice. "The last time round, we stayed at this really nice hotel in Punta Cana with a good golf course, great restaurants with 24/7 service, and free drinks at the pool." Yet after ten days of taking it easy, he was happy to go base jumping, a sport that involves parachuting off fixed objects.

### No crowds of people

For the last five years or so, Mario Del Pezzo (HOSCH Italy) has been spending his holidays virtually "on the doorstep." He and his family like to go to Vieste on the Gargano Promontory off the

Adriatic coast. That's the peninsula sometimes referred to as the "spur of the Italian boot." The beautiful gently sloping beaches and the clear water are ideal for children – and for simply relaxing. Vacation also means time to indulge in the typically Italian enjoyment of fine food. "The Vieste Old Town has kept its charm as a fishing village and we like to eat fish there or savor the traditional cuisine of the Puglia region."

Sand and seaside. Those too were the ideal ingredients for the best time of the year in his youth, says David Patterson (HOSCH GB). Nowadays, though, the perfect holiday place is likely to be somewhere "away from the crowds and where we can relax in peace." Most recently, he recharged his batteries in a national park in Northumberland (England). Accommodation was basic but typically English: an old coachhouse from the 18th century. Breathtaking views of hills, valleys and lakes, long walks, the perfect opportunity to unwind. "When we got back in the evening, we were treated to a hearty meal and a couple of beers before settling with a good book down in front of a crackling fire."



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