

# HOSCH *news*

The International HOSCH Magazine



- **Type D Scraper Conquers the World Market**

Easy to handle, convenient, fast and safe

- **Successful Installation in Texas**

HOSCH saves the day at a quarry

- **HOSCH Honor for Johan de Koker**

“Golden Module” goes to South Africa

- **New Start in Norway**

Own distribution company founded



## Fresh Ideas and New Opportunities

*For an engineering company like HOSCH, R&D is the motor driving success. For this reason, we work continuously at all our locations worldwide to make our products even better and more customer-friendly.*

*The Type D scraper was created in this spirit. With its easy handling, speed, safety and convenience, it opens up new market opportunities for our company. We presented the new scraper and all its features at the IMM 2015. The managers of the HOSCH companies around the world voiced the unanimous opinion that their customers and business partners would be enthusiastic about this new product.*

*Before introducing the Type D scraper, HOSCH developed an intensive theoretical and practical training*

*program and produced comprehensive illustrated documentation. With this addition to the time-tested HOSCH Training Program, the global HOSCH community is well prepared for the market launch of the Type D. We have already received the first positive feedback from our customers.*

*This fresh wind can also be felt in our global management. New people are stepping up to the starting line with fresh ideas and leadership concepts. HOSCH continues to develop on all levels and thus remains a reliable partner for its customers.*

*The year 2016 is waiting for us with numerous new tasks. But let us first see the old year out together. We would like to take this opportunity to thank all of you for the work you have performed for the benefit of the entire company.*

*We wish all of you – our employees and partners in the cause of bringing HOSCH forward – and your families a Merry Christmas and a happy and healthy New Year 2016!*  
*Yours sincerely,*

*Hans-Otto Schwarze*

*Eckhard Hell*

## Contents

### 02 Editorial/Contents

### 03 HOSCH Sets Milestones

New Type D scraper is theme of the IMM 2015

### 05 "Outstanding Results"

The 2015 "Golden Module" goes to Johan de Koker

### 06 The New Type D Scraper

The Type D scraper is easy to handle, convenient, fast and safe

### 08 HOSCH Personnel Ticker

- Birthdays & anniversaries
- Golden handshakes
- New employees

### 10 HOSCH Company

Sales Conference pushes for better communication

### 11 HOSCH GB

HOSCH tracker roller solves a problem at a sand-washing plant

### 12 HOSCH Asia

Staff moves into a new building

### 13 HOSCH Scandinavia

HOSCH Norway founded on July 1

### 14 HOSCH Mix

- Australia: Helping each other
- France: New faces at HOSCH
- GB: "BULKEX 2015"
- Brazil: Working at 45 degrees Celsius

### Cover Photo:

A photo taken at night at the "Bluegrass Quarry" in Texas, a site where numerous HOSCH scrapers are in operation.



# A Milestone in Scraper Technology

**The new Type D scraper is the highlight of the IMM 2015. Participants receive theoretical and practical training**



The presentation of the "Golden Module" to Johan de Koker (2nd from rt.) was one of the highlights of the IMM 2015. Recklinghausen Mayor Christoph Tesche, HOSCH Shareholder Cornelia Kill-Frech and HOSCH Managing Director Eckhard Hell were the first to offer their congratulations.

The new Type D scraper was the main topic at the International Management Meeting (IMM) 2015. From September 26 to October 1 the managers of the international HOSCH companies (now 15 in number) discussed the latest high-quality product from the HOSCH "innovation factory." The IMM would not have been complete without the awarding of the "Golden Module;" this year Johan de Koker from HOSCH South Africa took the prized trophy home (detailed report on page 5).

With the new Type D scraper, representing the fourth generation of belt-conveyor cleaning, the engineers in Recklinghausen have developed another milestone in scraper technology. The improved features of the new scraper

## IMM 2015



Cornelia Kill-Frech in conversation with Christoph Tesche at the gala dinner.

include greatly simplified installation and assembly, superior cleaning efficiency (achieved without entering the chute) and longer maintenance intervals. HOSCH Managing Director Eckhard Hell summed

up: "Thanks to the improved scraper technology, we have managed to do well in a difficult economic climate and secure 120 jobs in Recklinghausen while creating reserves for the company's future."

### Training can be applied at the customer's immediately

At the IMM 2015 all the HOSCH managers attended both theoretical seminars and "hands-on" training on the new



Eckhard Hell: "We made a really good showing this year!"

scraper. Eckhard Hell stated proudly: "This training has given them the know-how to introduce and employ the new product on site at the customer's." With the detailed training materials, the managers are now able to explain the fine points of the Type D scraper to their technicians, service employees and business partners and to demonstrate the installation of the new scraper on the training belt.

Besides taking part in intensive technical training, the managers elaborated and agreed on a global marketing strategy for the Type D scraper. As of today the Type D is the state-of-the-art answer to belt conveyor cleaning problems.

# “Holding All Employees in High Esteem”

**“The city is very proud of HOSCH!”  
says Recklinghausen Mayor Christoph Tesche**

Recklinghausen Mayor Christoph Tesche congratulated not only the winner of the “Golden Module” 2015 but the entire company at the gala dinner held by HOSCH at Jammertal Golf & Spa Resort. “I propose a toast to 40 years of HOSCH and to a family-led enterprise that has become a real global player,” he said. In his opinion, this success story has been possible only because of the company’s “good ideas, good quality, good services and – most importantly – good employees.” For this reason, Tesche views the “Golden Module” as a symbol of the esteem in which HOSCH holds all its employees even if

“at the end of the game there can only be one winner.”

## IMM 2015

In his short speech, Christoph Tesche also talked about the close ties between HOSCH-Fördertechnik GmbH and the city where it is located. “The fact that I am invited to this dinner every year shows just how close this relationship is. Recklinghausen is very proud of HOSCH. For our part we try to create the best possible conditions for the company. We want to be your partner in the future as well.” He concluded by saying: “As long as the company is successful, our city is in a good position.”



Hella Pankoke interprets the speech given by Christoph Tesche, Mayor of Recklinghausen, at the gala dinner.

The 53-year-old mayor caused a few chuckles with his off-the-cuff remark that: “Apart from all the positive things that HOSCH has done in and for Recklinghausen, we are of course happy that the company is such a good taxpayer ...”

## IMPRESSIONS OF THE IMM 2015

### Corks pop for “49ers” at the IMM

By coincidence two HOSCH employees turned 49 at this year’s International Management Meeting. Jari Iversen (photo below) celebrated his big day in the festive surroundings of the traditional gala dinner. Eckhard Hell surprised the “49er” from HOSCH Scandinavia with a bottle of good wine – a gift from the entire HOSCH family. Just the day before Detlef Domke von Bichowski (next photo) had also celebrated the fifty minus one and received a gift of fine wine. After accepting the



congratulations of the HOSCH management and his colleagues, the 49-year-old manager dashed home for a brief birthday get-together with his family.

### The attendees

The following HOSCH managers flew in from all over the world to take part in the IMM 2015: Dr. Mark Macqueen (HOSCH Asia), Mary Murawski and Mike Evanitz (HOSCH Company), Peter Petzold (HOSCH do Brasil), Claude Trumpf (HOSCH France), David Patterson (HOSCH GB), Saroj Kumar Roy (HOSCH India), Paul Harris (HOSCH International), Mario Del Pezzo (HOSCH Italia), Krzysztof Lebioda (HOSCH

Poland), Jari Iversen (HOSCH Scandinavia), Johan de Koker (HOSCH South Africa) and Cesar Vigo (representing HOSCH in South America).

### The HOSCH necktie

Selecting the “HOSCH necktie-wearer of the year” would have been a hopeless task at the gala dinner since nearly all the male guests were wearing a gray necktie with the HOSCH logo (here Michel van den Biggelaar). Johan de Koker had ordered the special neckties to commemorate the company’s 40th birthday.



# Truly Extraordinary Results Secure the “Golden Module” 2015

This year's award goes to Johan de Koker. “It was a hard decision” says Eckhard Hell

The winner takes it all: this year the “Golden Module” was presented by HOSCH-Fördertechnik GmbH during the IMM 2015 in a setting that was both festive and informal. Whereas in past years the company bestowed the coveted award on its most successful manager at a ceremony held at HOSCH Headquarters in Recklinghausen, this year the trophy was presented at a festive gala dinner given for the HOSCH “family” at Jammertal Golf & Spa Resort in Datteln-Ahsen.

Following a short get-together in the hotel bar, Eckhard Hell gathered up HOSCH Shareholder Cornelia Kill-Frech and Recklinghausen Mayor Christoph Tesche, a regular guest at the IMM for many years, for the actual awards ceremony. “It was a hard decision this year,” he admitted. “We achieved good sales results in Poland and Spain but our ‘top scorers’ did even better.” Hell related that David Patterson and his team in Great Britain, who are entrusted with looking after HOSCH customers in the Middle East, had a very successful year. “Never-



Johan de Koker is awarded the 2015 “Golden Module” for the “outstanding results” achieved by HOSCH in South Africa.

theless, the most exceptional results were achieved by Johan de Koker and his team in South Africa.”

## General Manager for 13 years

Award-winner Johan de Koker, General Manager of the oldest HOSCH company abroad, has been with the HOSCH Group for more than 25 years – initially as Sales Manager and since 2002 as General Manager. During this time, the father of three has turned the African subsidiary in Johannesburg into a mainstay of the company.

## Head Office in Johannesburg

HOSCH South Africa is based in Johannesburg. The company's offices are located only three kilometers from the airport. Johan de Koker and his team serve mainly customers engaged in coal or gold mining, iron ore exploitation or power generation. It is worth mentioning that HOSCH products are also in demand with African customers outside South Africa.

## IMM 2015

There's always time for a “selfie.” At the gala dinner, Paul Harris (HOSCH International) decided to preserve the awarding of the “Golden Module” by making a selfie of himself and Melanie Stüfchen. The photo then flew over the Internet to Australia.



Johan de Koker has assigned the company's employees to different work areas. “A good number of service teams, each consisting of two employees, work directly on site at the customer's,” he explains. “Other employees have workplaces in the workshop or in administration.” He stressed that: “All of them played a role in our winning the “Golden Module”. De Koker described the award as “a great honor for me and the entire team.” This is the second time that de Koker, a genuine “old hand” at HOSCH at age 55, has won the “Golden Module.”



# Easy to handle, convenient to use, fast and safe

## HOSCH launches the new Type D scraper with installation outside the chute

To improve on an already excellent product: this was the challenge Hans-Otto Schwarze and the R&D team at HOSCH set for themselves a while back. The idea was to further develop the Type C scraper, which has stood for the optimum in belt-cleaning efficiency among customers worldwide for the last 20 years, according to jointly defined specifications. These included: easy handling, safety, cost savings and efficiency.

Tinkering, testing and optimizing: The development path to the new Type D scraper was long and arduous but well worth the effort. The new product was launched on the market directly after the IMM 2015: The key words for advertising were quickly found. "The Type D is easy to handle, convenient, fast and safe," explains HOSCH Managing Director Eckhard Hell.

The new product from the HOSCH idea factory consists of a modular system

### The Type D Scraper as a Tabletop Model

The time-tested HOSCH Training Program (HTP) now includes units on the Type D scraper, of course. A tabletop model has been developed especially for the training: It consists of a short assembly carrier with two mounted modules. As a result, the trainees had a chance to actually mount and dismantle all components. A 16-page manual with special emphasis on service completes the training documentation.



Type D scraper: easy to handle, convenient, fast and safe.

with three main components: the scraper module, the assembly carrier and the mounting. The single-row design and the mounting without parallel elastomounts are new. Previously, belt sections between adjoining modules were not cleaned; the new single-row design has corrected this problem. Owing to the rotation of the scraper tips, the scraper blades overlap. The Type D scraper can be mounted easily and quickly outside the chute, with only eight steps required for the installation of the standard model.

### Standstill times are minimized

On the topic of safety, HOSCH has killed two flies with one stroke. The new installation method results in greater safety for the service technicians since they no longer have to work in the chute. At the same time, plant safety is guaran-

teed at all times. The foolproof installation plays a big role here as does the fact that worn modules now lose their contact with the belt.

The new module design reduces carry-back of bulk materials; this means that only minimal service is required. When parts have to be replaced, this can be done quickly, easily and – as explained above – without climbing into the chute. Minimal standstill time is one of the numerous advantages for the customer.

The new Type D scraper promises to deliver the superior belt-cleaning efficiency that is the HOSCH hallmark. The paint scraper principle and the single row of overlapping cleaning tips ensure efficient cleaning that leaves no streaks on the belt. The accessories offered for the Type D include an electric disengaging device.

# Trade Visitors Amazed by the Type D Scraper's Easy Handling

**The HOSCH team barely had time to catch its breath at the "Schüttgut 2015" in Dortmund**

The small flags on the table testify to the company's international presence. The rear wall is decorated with a large photo of the break-through at the Gotthard Base Tunnel. On a huge LED monitor, a film about the newly developed Type D scraper runs continuously. The partition walls, the carpet and the reception counter are all done in the company's colors. This was how HOSCH-Fördertechnik GmbH presented itself at the two-day "Schüttgut 2015" in Dortmund – a trade fair that has for many years been the main show for granules, powders and solids technology.

Visitors to the show held in the Westfalenhalle, directly next to the stadium of BV Borussia Dortmund, repeatedly stopped at the large and clearly arranged stand covering approx. 40 sqm. "An excellent location," said Detlef Domke von Bichowski happily. "We have an eye-catching front stand in the main hall where all the trade visitors gather."

For these visitors who had come from all over Europe to find customized solutions and innovative ideas for their companies, the new Type D scraper shown at the stand as of early November was a real crowd-stopper. The many winning features of the new scraper were evident not only in the film showing it being used to clean a wide range of different belt conveyors but also in the real scraper at the stand. The six members of the HOSCH team repeatedly demonstrated the easy handling of the new product electronically (by pushing a button) or mechanically. "We can show them the position of the scraper with respect to the belt and how easy it is to swing the module onto the

belt and off again," says Domke. The product range on display also included older-generation HOSCH scrapers (such as the Type B and Type C), tracker rollers, skirt systems and Type C4 scrapers, which are used in open-cast mining. "The 'Schüttgut' is very, very important for us," explained Domke von Bichowski during a short "breather" between conversations with customers. "This is where we can talk about actual projects, make new contacts and renew older ones."

## A record is made of every contact

The results of the first day already showed that the HOSCH stand was pulling them in. "It was jam-packed. We even had customers from Switzerland and Austria here today," a team member reported. A note was made of every contact so that it could be followed up afterwards. Business cards and phone numbers were exchanged. The stand served freshly-brewed coffee, cookies



The HOSCH team at the "Schüttgut 2015" (from lt.): Ralf Schult, Rainer Schuten, Hans Niegot, Detlef Domke von Bichowski, Vanessa Pohl and Hans-Jürgen Niehues.

## Firms from 17 countries

The trade fair organizers counted exactly 6,561 visitors on the two days of the show – a new record for the "Schüttgut" and an increase of 37 percent over the year before. Both the 362 German exhibitors and the 88 international exhibitors from 16 countries reported lively activity at their stands. People from the trade are well advised to "save the date" of the next show, which will be held in Dortmund again on May 10 + 11, 2017.

and hot frankfurters – refreshments that were a big hit in the HOSCH "lounge." Things did not begin to slow down until shortly before closing time at 5 p.m. The day was not yet over for HOSCH, however. The plans for the next day had to be discussed briefly before the HOSCH employees joined the other exhibitors at a get-together (complete with live music) in the Westfalenhalle restaurant.

**The "Schüttgut 2015" team of HOSCH-Fördertechnik consisted of:** Vanessa Pohl, Detlef Domke von Bichowski, Hans Niegot, Hans-Jürgen Niehues, Ralf Schult and Rainer Schuten.

## +++ HOSCH Personnel Ticker +++



**Doris Schwarze**, wife of HOSCH Founder Hans-Otto Schwarze, celebrated her 77th birthday amidst friends, neighbors and acquaintances on October 15. More than 50 guests attended the garden party that got underway at the Schwarze residence in Recklinghausen at noon and enjoyed the tasty food from the outdoor grill. After several hours of stimulating conversation, the party came to a close in the late afternoon with the traditional coffee and cake.

**Carlos Orviz**, General Manager of HOSCH Spain, has become a proud father. At 1.20 a.m. on October 30, Melissa, his “most significant other,” gave birth to a healthy baby girl named Adriana. “The first surprise was that it was a girl,” reveals Orviz. “We didn’t want to know what sex our child was before it was born.” At birth Adriana weighed 3.89 kilograms and was 53 centimeter long. The young parents are over the moon to have such a lovely daughter. “She is wonderful and very

relaxed. The only time we have a problem is when she is hungry.” Orviz reports that he loves to go on walks with the baby. “But not too far away from her mother. When Adriana starts to cry, Melissa has to take over!”

Two employees of HOSCH Company celebrated their 10-year service anniversaries this year: **Tim Fircak**, trainer and technical sales representative, in April and **Jim Williams**, a warehouse employee, in July.



### Service Anniversaries

The following HOSCH employees celebrated service anniversaries during the second half of 2015:

**25 YEARS:** Brigitte Rutz  
Brigitte Tillmann  
Jörg Bresser

**15 YEARS:** Karsten Geschke  
Martin Heide  
Bernd Metzinger

**10 YEARS:** Peter Schürmann

## Printer's Imprint

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**Title photo:**  
Our title photo shows the Bluegrass  
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numerous HOSCH scrapers are in  
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# +++ HOSCH Personnel Ticker +++



**Hans-Werner Zibert**, age 63, treated his work colleagues to a delicious breakfast spread before starting his well-deserved retirement on December 1. Zibert is the proverbial “old hand” who worked for HOSCH for over 28 years. Zibert was assigned to the area of work scheduling and knows the HOSCH product range like the back of his hand. One of his final duties at the firm was to train his successor. The HOSCH management thanked him for everything he achieved and his loyalty to the company in a formal letter enclosed with a small present and asked him to stay in touch. His former colleagues also gave him a gift in recognition of the many years they had worked together.

HOSCH is a genuine family enterprise. **Dirk Heidhues** recently provided further proof of this truth. Heidhues, Head of



Production at HOSCH Headquarters in Recklinghausen, took advantage of the “fall school holiday” in the German state of North Rhine-Westphalia to go on a family vacation in South Africa. From October 2-18 Ulla and Dirk Heidhues and their children Ben and Anna relaxed in the beautiful country on the Cape. Not surprisingly, the vacation included a trip to Johannesburg, where the family visited Johan der Koker, Manager of HOSCH South Africa, and his family.

The HOSCH news does not know what was on the menu during this visit. However, it does know what **Johan de Koker** served his entire team at the beginning of July, namely wild boar shot by the son of employee **Frans Kemp**.



The staff at HOSCH Headquarters gained a valuable new member on June 1, as **Rainer Schuten** assumed the position of Technical Manager. The 51-year-old graduate engineer (“Dipl.-Ing.”) trained in technical drafting and studied mechanical engineering. During the past 25 years he has gained experience in virtually all aspects of materials handling. With his vast experience in designing belt conveyor systems, he feels especially at home at HOSCH and brings excellent credentials to his new job. In early November he



already had the chance to demonstrate his comprehensive know-how on all matters related to belt conveyor systems as a member of the HOSCH team at the “Schüttgut 2015.”

Rainer Schuten was born on Christmas day. He is married, has two daughters and one son, and lives with his family in Gladbeck. A native of Gelsenkirchen, he is quite naturally a fan of FC Schalke 04, a legendary team playing in the German national league. Schuten is a real soccer buff who can tell you anything you want to know about the “Schalker Knappen” fan club. Not content to watch their team’s matches from the comfort of their living room sofa, the members of the Schuten family participate actively in sports. On weekends you are likely to find Rainer pushing the pedals of his racing bike over long distances at speeds as high as 86 km/hour. “That was overdoing it a bit!” he admits with a grin.

**Kevin Weidner**, a HOSCH service technician, is not only an expert on HOSCH products; he obviously also knows the secret to a happy marriage. In mid-July he and his wife Angie celebrated their 27th wedding anniversary. Their daughter DeShawn was the first to congratulate the happy couple.

# "Being Successful as a Unit"

**Importance of good communication stressed at HOSCH Company's two-day Sales Conference in Oakdale, Pennsylvania**

The Sales Conference held by HOSCH Company on two days in July had two aims: to give employees a chance to share what they have achieved so far and to outline the routes the company should take to enjoy continued success on the U.S. market in the future.

Following a conference in Oakdale packed full of questions and answers, Mary Murawski gave this summary: "Despite the many changes we have all experienced this year, we have stuck together as a team and helped each other to be as good as we possibly can. At the end of the conference we defined one goal: to be successful as a unit."

Several assessments of the Sales Conference made by employees of HOSCH Company are printed below. For reasons of space the HOSCH news is not able to publish all the comments; however, the following statements are representative.

**Grace Barkhurst:** "The meeting paved



**A strong unit:** The team from HOSCH Company at the Sales Conference held in the Hosch Building in Oakdale, Pennsylvania.

*the way for improved communication."*

**Jason Childers:** "Everyone had a chance to contribute his or her two bits. It became apparent that we are a team that can pull together to solve problems."

**Kevin Weidner:** "The frank discussions and the information contributed by our colleagues from other departments were

*very important. The fact that all of us received suggestions on how to improve our own work was also awesome. I definitely plan to implement some of these ideas."*

**Tim Molinaro:** "We are on a good path to improving the collaboration between the office staff and the service technicians in the field."

## Night Shift in the Quarry

**After successfully installing scrapers at a quarry operated by the "Bluegrass Materials Company" in Texas, HOSCH Company now has a foot in the door of the rock industry in the U.S.**

In Texas the HOSCH representatives met with Dan Strausbaugh, new maintenance manager at "Bluegrass" and a big advocate of HOSCH products. Mary Murawski gave this account: "We got our foot in the door by making him several offers for his belt conveyor

systems. The first order they placed with us was for a belt system that was causing enormous problems."

The culprit was a 48-inch problem belt – the central artery of the system – that transported crushed limestone to a huge stockpile. The tricky part was that the wet material was accumulating on the supporting structure under the belt and falling onto the street, where it created an enormous safety hazard.

Engineer Tim Molinaro and Service

Technician Mark Charles promptly found a solution. During a night shift, they installed a Type C2 scraper with a runback device. This combination removed the material directly in front of the snub pulley and deposited it on the growing stockpile.

This successful installation may pave the way for "Bluegrass" to place additional orders with HOSCH Company. Consideration is also being given to using the quarry as a test facility for the Type D scraper.



# Grueling Installation in Qatar

## HOSCH scrapers clean belt conveyors at the world's largest sand-washing plant

The Arabian Peninsula is bounded on three sides by large bodies of water: the Red Sea, the Persian Gulf and the Arabian Sea. It is surrounded by mountains in the west and south; to the east they slope gently toward the Persian Gulf. The Arabian Peninsula also contains the largest sand deserts on earth.

Not surprisingly, the world's largest sand-washing plant, owned by the Qatar Industrial Manufacturing Company, can be found in Doha (more precisely, in Umm Bab just outside Doha), the capital of Qatar with a population of nearly one million. Since production started in 1992, the plant has washed 12 tonnes of sand annually, according to QIMC. This gigantic facility boasts eight huge sand-washing machines and 50 belt conveyors with a width of 800 - 1,000 mm. The conveyors transport the contents of 750 mining cars at a speed of 1.5 meters per second.



The largest sand-washing plant in the world just outside Doha, the capital of Qatar.

Barely four weeks after HOSCH GB and its distribution partner Ocean Rubber Factory (ORF) LLC demonstrated the HOSCH equipment last June to Varghese Mathew, the plant manager, the HOSCH team installed the first Type C on a belt conveyor at the site. The installation was grueling and sweat-producing. During the entire installation carried out by Eddie Presch together with Emanuel Anthony and Bijin Babo from ORF, the

mercury stayed at 45 degrees Celsius. After only a few belt cycles, the superior cleaning results were already visible. Eddie Presch from HOSCH GB related: "George Reji, the Technical Director of the plant, was so enthusiastic about our work he would like to see us install additional HOSCH scrapers at the plant." HOSCH GB looks after customers in Qatar, a small emirate on the eastern coast of the Arabian Peninsula, together with ORF.



Gritty work: The HOSCH scraper on one of the 50 belt conveyors.

# The HOSCH Tracker Roller to the Rescue

## Tracker roller solves off-tracking problems at a large quarry in the United Arab Emirates

The mining company Stevin Rock operates a quarry in Ras Al Khaimah, one of the seven emirates comprising the United Arab Emirates (UAE), at which approx. 27 million tonnes of gabbro are produced annually. Gabbro is a coarse-grained rock which can be used as a building material for many different applications, e.g. stairs, tombstones, window sills and roads.

A large number of new belt conveyors have been installed in Ras Al Khaimah. The new belt conveyors are about 1,400 mm wide and half a km long. They run at a speed of about 4 meters/second and can carry rocks as large as 200 mm in diameter.

On the day the new belts were commissioned, the company already experienced massive off-tracking problems, especially in the vicinity of the tail pulley. Numerous attempts by a HOSCH competitor



One of the belt conveyors in the gigantic quarry at Ras Al Khaimah.

to install belt conveyors had failed. This was exactly the chance Eddie Presch had been waiting for. While installing a HOSCH Type C scraper at the quarry in August 2015, Presch – an "old hand" in charge of HOSCH GB's overseas activities – convinced the work foreman and one of the quarry inspectors to install a HOSCH tracker roller upstream of the tail pulley.

The result: After this installation, no further off-tracking problems occurred. "Next year we will be installing additional tracker rollers in the quarry," reported Eddie Presch. "Furthermore, they have already ordered several Type B scrapers!"



# “A Roof Over Its Head”

## PT HOSCH Technology Indonesia (HTI) moves into a house on Borneo

Change is in the air in Asia: PT HOSCH Technology Indonesia (HTI), a company founded at the end of August 2014, now has a roof over its head – a real roof of genuine stones as well as the corporate roof provided by HOSCH Asia (founded in August 2013).

As of October 2015 HTI is headquartered in Balikpapan (population: 430,000) located in the Indonesian part of Borneo on the eastern part of the island. The most important industries are: production of crude oil, processing of crude oil at several refineries, and export of oil and oil products via a large harbor. The fact that



The new HOSCH building in Indonesia: offices and warehouse on the ground floor, living quarters on the second floor.



Dr. Mark Macqueen (lt.) and Robert Steiner with two HOSCH employees.

Balikpapan can be reached via a nearby international airport is equally propitious.

The new HQ was renovated in October before the company moved in. Whereas the first or ground floor is reserved for office and warehouse space, two HTI employees live on the second floor.

The company is headed by Eckhard Hell and Mark Macqueen. Its permanent staff includes Technical Manager Robert Steiner, his assistant Linda Dewi, the

service coordinator Astin Todingallo and a few others. The HOSCH team in Indonesia now has several major accounts including a cement works built by ThyssenKrupp AG – and equipped with a large numbers of scrapers – on the northern coast of Java.

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## Tracking Down the Cause of Vibrations

**Muhammed Akmal and Nicsoom Loong were not digging for gold but the two service technicians from HOSCH Asia had their work cut out for them at the Penjom Gold Mine. The mine is located about 110 km from Kuala Lumpur, the capital of Malaysia, and supplies a large portion of the government's gold reserve.**

Working on belt conveyors of varying widths and speeds over a four-day period, the two men installed Type B and C HOSCH scrapers – and eliminated both carryback and vibrations. Since some of the conveyor belts were clipped models, the HOSCH technicians also installed V blades and K modules.

The results of the trial run satisfied both the customer and the HOSCH team. “In particular, the B6C scraper was extremely efficient and the vibrations were gone.” Akmal and Loong received competent assistance from the mine workers. “We really appreciated their help.”

# A Fresh Start in Scandinavia

## HOSCH founds its own company in Norway after cancelling contract with former distributor

**“Every ending is also a beginning!”** This old saying aptly describes a recent development at HOSCH Scandinavia. At the end of June 2015 HOSCH ended its collaboration with Nordic Bulk, its distributor in Norway for many years. “We parted on good terms,” stressed HOSCH Managing Director Eckhard Hell. “This step became necessary since Nordic Bulk is now pursuing a different distribution strategy than HOSCH.”

The cancellation was followed promptly by a new start. On July 1, 2015 the new company HOSCH Norway (NUF) was registered in Norway as a foreign enterprise headed by Jari Iversen and affiliated with HOSCH-Fördertechnik Recklinghausen GmbH. HOSCH Norway is headquartered in Asker, a western suburb of the Norwegian capital of Oslo, and is located directly on the Oslofjord.

### Two “old hands” return to HOSCH

The start of the new company was accompanied by the return of two employees hailed by Eckhard Hell as “HOSCH veterans.” Kristian Steinstø and Roald Skogen both worked for HOSCH before they were taken on by the distributor Nordic Bulk. Steinstø will be responsible mainly for distribution and Skogen will support him in his role as service technician. Welcoming the two “old hands” back



The D2 scraper in operation at a quarry owned by Norsk Stein A/S.

into the fold, Eckhard Hell said: “We wish both of them a good new start as well as great joy and success in their new roles at HOSCH.” Jari Iversen added: “We would like to thank Nordic Bulk for the successful collaboration with HOSCH in the past. Now we are at the helm and plan to steer our company into a good future.”

HOSCH’s biggest Norwegian account is Norsk Stein A/S, a company that bills itself as the operator of the “world’s largest quarry” near Stavanger. Numerous HOSCH scrapers have already been installed at this quarry, where a C2 scraper on a 1,400-mm-wide belt is currently being replaced on a trial basis with a new Type D. “We hope that the somewhat different configuration will result in even better cleaning efficiency,” explained Jari Iversen. A comparison of measurements made before and after the installation of the new scraper will show whether the replacement leads to the best results for the customer.

## Four Nordic Countries

Jari Iversen, HOSCH Sales Manager in Scandinavia since 2006, is now responsible for Norway as well as Denmark, Finland and Sweden. Besides looking after customers in four countries in Northern Europe, the 49-year-old is responsible for generating sales revenue and training HOSCH employees and local distribution and service partners. In Scandinavia a big number of scrapers are in operation cleaning belts between 500 and 2,600 mm in width. These belts carry mainly sand, gravel, rock, iron ore and iron pellets and precious metals at speeds between 0.1 and 4.5 m/s – at temperatures that can drop to 45 degrees Celsius below zero in the winter.



A short breather: Jari Iversen, Kristian Steinstø and Roald Skogen (from lt.) at the plant of Norsk Stein A/S.



# Everyone Pitches In Here

At HOSCH International colleagues help each other regardless of rank

**“You help me and I’ll help you!”** When Josh Wells, a warehouse employee at HOSCH International, recently asked his colleagues for help, three employees showed up at the workbench. The first was Ryan Wilson, a member of the sales staff since early November. Wells and Wilson were busy installing two HD modules when they were joined by Paul Harris, General Manager of HOSCH International, and his “right hand,” Marisa Akamatis.

For the new General Manager of HOSCH company in Australia, this kind of cooperation is highly symbolic. “Rank and position don’t count here,” he says. “We all pull together to achieve the best possible results for the customer.”

Teamwork is called for in all work areas at HOSCH International and not just in the factory building. While several new



Assembling, installing and sorting: Ryan Wilson, Josh Wells, Marisa Akamatis and Paul Harris (from lt.) are a very strong team.

employees joined the sales staff recently, Paul Harris added that a HOSCH sales staffer has to carry out a wide range of tasks. “It’s his or her job to make contacts and present our products professionally and confidently.” Harris is certain that the sales staffers meet these criteria. “Our employees are highly qualified in

all matters related to HOSCH products and customer service.” He volunteers the information that HOSCH employees in “Down Under” frequently have to cover large distances on the job. “On the day we were busy at the workbench, three of our colleagues were visiting customers at sites 1,600 km away from Perth.”

## Philippe Bourlard: Flying High with HOSCH

The new man on Claude Trumpfs team is 42 years old and highly interested in aeronautics and space travel

**As of April 1, 2015, Philippe Bourlard is a member of the HOSCH France team. For the last six months he has held the position of Sales Manager for northern France and has worked closely together with General Manager Claude Trumpf.**

Bourlard completed his training in industry. Having worked as a project engineer at many locations worldwide for many years, he possesses extensive experience in the transshipment of bulk goods. He defines his goals at HOSCH as follows: “To expand my scope of responsibility in order to win new customers and generate more sales turnover.” He is counting on



Philippe Bourlard joined HOSCH France in April.

the excellent technical and sales team at HOSCH, as well as the company’s outstanding product range, to help him reach these goals.

Bourlard is 42 years old and married. He lives with his wife and two children in the city of Lille near the Belgian border. “I like to spend my free time with my family or out jogging,” he says. “I am also very interested in aeronautics and space travel.” Philippe Bourlard says that his work objectives at HOSCH are similar to his goals in his free time: “I want to be a finisher!”



## Exciting Topics at the “BULKEX 2015”

The “BULKEX 2015” was once again the gathering point for decision-makers in the bulk goods and materials-handling industries in Great Britain. More than 50 companies – including naturally HOSCH GB – presented themselves and their products at the Conference Centre in Harrogate in North Yorkshire in mid-October. The annual show is organized by the Materials Handling Engineers Association (MHEA).

Two of the hottest topics presented and discussed at the show were also of keen interest to David Patterson. A company has obtained a license to mine highly concentrated polyhalite under the North Sea. The material will be transported through a system of tunnels to a harbor

located 50 km away in the Teesside region.

An equally exciting development for HOSCH GB: Another firm has recently opened a metal mine – for the first time in Great Britain in over 40 years – for 130 million pounds. The Hemerdon Tungsten Mine (also called the Drake-lands Mine) on the edge of Dartmoor National Park in Devon will exploit the fourth largest tin-tungsten deposits in the world. The Australian owner hopes to produce more than 3,000 tonnes of tungsten (an extremely hard, steel gray to white metal). “The output from this mine should account for three to four percent of tungsten production worldwide,” related David Patterson, who made the first personal contacts to both companies right at the “BULKEX 2015.”



### Launching the Type D Scraper

The Type D scraper has now landed in Australia. Paul Harris and his team – including his “right hand” Marisa Akamatis – launched the new product at the Senior Mining Conference. Praising the many positive features of the new scraper, including its easy handling and safe operation, the HOSCH team demonstrated the installation of the Type D scraper to an attentive audience of high-ranking managers and employees from numerous mines in “Down Under.”

## Working at 45 Degrees Celsius in Brazil



What a heat wave! While winter had arrived in Europe, the mercury was climbing in South America. As proof, Peter Petzold, General Manager of HOSCH do Brasil Ltda., sent a photo – made in mid-November – of a thermometer inside an automobile to the HOSCH news. It showed 45 degrees Celsius instead of the “mere” 28 degrees Celsius predicted for this time of year. Although sweating profusely, Petzold kept his sense of humor. “For our subsidiary in Belo Horizonte we are looking for employees who like to work at temperatures above 40 degrees Celsius,” he said. “They won’t be needing their woolen stockings!”

## Hands-On Training in Oakdale

The Type D scraper comes to the HOSCH team in the U.S.

**Training, training, training – Werner Schulz has a hard week behind him. He recently flew to Pittsburgh, Pennsylvania to explain the newly developed Type D scraper to the employees of HOSCH Company.**

From November 2-6 Schulz initiated the entire team of HOSCH Company – from service technicians to production workers – into the workings of the Type D scraper. On top of theoretical information, the training agenda included the installation of a Type D scraper on the training belt at Hosch

Building in Oakdale. Whereas the first four days of Schulz’s visit were devoted to theoretical instruction and practical exercises, he spent the last day in close consultation with Mary Murawski and Mike Evanitz, the team at the helm of the HOSCH Company.



Besides Mike Evanitz, the following members of HOSCH Company received both theoretical and practical training: Tim Molinaro, Tim Fircak, Mark Charles, Jason Childers, Kevin Weidner, Brian Murray, Roy Rodwell, Gary Parsons and Thomas Hensley.

**Werner Schulz: an expert in training at HOSCH.**



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