

# HOSCH news

The International HOSCH Magazine

HOSCH 360°  
HAUSMESSE



- **HOSCH In-House Trade Fair 360°**  
Successful premiere at HOSCH Headquarters
- **Pure Genius**  
The new HOSCH Type A1 scraper

- **Strong Women at HOSCH**  
HOSCH scoops award for exemplary corporate support
- **Teamwork at its Best**  
On a spectacular project in northern Italy

## Dear Readers,



*The HOSCH-Management: Cornelia Kill-Frech, Ansgar Frieling and Dirk Heidhues (from right).*

As the year 2021 draws to a close, we are in the fortunate position of being able to look back on a successful – and at the same time challenging – 12 months together with all of you: our employees, customers and suppliers.

All of us were happy to witness the vigorous upswing in business in the second year of the corona pandemic. It meant we could be a reliable partner to our customers – as usual – despite all the supply chain challenges, which we mastered with a far-reaching vision, a strong commitment and global teamwork.

We wish to join with our suppliers in expressing our appreciation for the confidence of our customers and the commitment shown by all our employees.

This confidence rests on long-term partnerships that have grown over the years. The HOSCH Group celebrated a flurry of anniversaries this year: 40 years in South Africa, 30 years in Australia and India, 20 years in France, and 15 years in Italy – all locations with their own HOSCH team.

As we already hinted at in our last issue, we are very pleased to report that – in addition to meeting numerous customers (for example, at a conference in Poland, at the SIM trade fair in France and at our two-day in-house trade fair in Recklinghausen) – we managed to communicate our ideas to you, our customers, despite all the necessary social distancing. We took a lot of time to listen to you and to convey our ideas concerning our 360°

approach and our current R&D topics. On the product side, the focus was on the introduction of our newly developed “A1” scraper with the patented “plug & scrape” system, which had already been presented to our international management team at a digital event. Your positive and constructive feedback validated and motivated us in our development of future products and services. Above and beyond all this, our in-house trade fair provided glimpses of our daily business in R&D, in production, in training, in sales and in service – a 360° view in every respect.

After the in-house trade fair, we celebrated with our employees in a marquee.

Even if the times are becoming stormy again at the end of the year – especially in Europe – we are facing 2022 with optimism and looking forward to even more face-to-face communication. We plan to attend international trade fairs in person and want to organize our International Management Meeting (IMM) as a physical event

On behalf of the entire HOSCH group of companies, we wish all of you a peaceful Advent and a good start into the New Year 2022.

The Management

Cornelia Kill-Frech

Dirk Heidhues

Ansgar Frieling

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### About our cover photo:

Our cover photo gives you an impression of the HOSCH in-house trade fair 360° held at HOSCH Headquarters in Recklinghausen on November 18 and 19. Read the detailed reports on this event on pages 3 to 6.



# A New Chapter in Customer Retention: HOSCH In-House Trade Show 360°

**Two turbulent days with workshops, lectures, demonstrations and a team event at the HOSCH Headquarters in Recklinghausen**

Customer retention has always been one of the guiding principles at HOSCH. At the end of November, a new chapter was launched: the first HOSCH in-house trade show 360°. For two days the Headquarters in Recklinghausen became an exhibition site hosting relaxed but focused presentations of numerous HOSCH products. The program featured workshops, interactive lectures, demonstrations on the training belt, and always plenty of opportunity for face-to-face discussions.

At the entrance to the Headquarters all the guests got a clear taste of what this was all about. A shoe shiner had set up his little nostalgic workshop for cleaning shoes both large and small. This was a cleverly chosen symbol, given that around the world the name of HOSCH stands for the best possible cleaning performance on large and small belt conveyors.

This was a key theme linking all the sections of the trade show. In the training room guests gained an

insight into the work of the scrapers on moving belts, while the marquee offered general information about the complete product range and monitors showed how HOSCHir works. Finally, on the outdoor section, a HOSCH service van had the role of "workshop on four wheels."

## Lectures transport guests to Siberia and Chile

The top spot at the trade show, which was hosted by Tobin Frech, was given over to the official presentation of the latest HOSCH product, the Type A1 sprung-blade scraper (see report on page 6), by Sales Manager Detlef Domke-von Bichowski and Head



Numerous new HOSCH products on display in the marquee.



*The walking act "Travelling Voices" entertained visitors to the HOSCH in-house trade fair both inside and outside the marquee.*

Legner (Application Engineering and Training) explained how special instructions from the certified HOSCH Training Program (H-T-P) help the HOSCH technicians deal with such extreme conditions.

During guided tours of the production facilities, HOSCH staffers gave their visitors a look behind the scenes at the organization. There was plenty to see, from manufacturing to the required stocks of replacement parts and all the way to shipping. After all, HOSCH has always concentrated on making sure the customers enjoy security of supply.

Every successful trade show needs an attractive program of accompanying events. In Recklinghausen the "A1 Challenge" allowed all the guests to try their hand at switching modules on the new HOSCH scraper quickly and easily – under the watchful eyes of the HOSCH experts, who were timing them. A portrait artist in the marquee was busy drawing pro-

files of the guests, while the walking act "Travelling Voices" performed evergreen songs. And in front of the marquee, two food trucks served tasty food from the grill.

### **"A professional and well planned event"**

And the customers? They were evidently impressed. Timo Heinle, Maintenance Manager at Baumit GmbH's plant in Oer-Erkenschwick, praised the "professional and well

of the Research and Development Department Claus Weimann. Reiner Gnauert (Development of Electronics & Digital Services) also aroused huge interest with his presentation headlined "From analog to digital," in which he described various functions of HOSCHiris and the successful on-going digitization of HOSCH customer services.

International Sales Manager Giancarlo Leombruno took his guests on a journey to Russia and Chile. He showed them striking videos of highly complex installations used in the Kuznetsk coalfields in the icy reaches of Siberia and in copper mines below the Atacama Desert, the driest place on earth. Thomas



*At the training belt, Reiner Gnauert explained how HOSCH scrapers work.*

planned event," saying: "As a guest I immediately understood what objectives HOSCH pursues and why the company has become a pioneer on the market." Cornelia Kill-Frech, HOSCH Managing Partner, also drew a positive conclusion: "We received a lot of positive feedback from customers and were able to forge some valuable new contacts."

HOSCH's first in-house trade show finished off with a team event. "An in-house exhibition does more than boosting customer support. At the same time it also improves both the motivation and the knowledge



*Tours of the HOSCH production facilities and warehouses took place on both days of the in-house trade fair.*

**You can find more pictures of the in-house trade fair on page 9.**



of all the employees, because we're all pulling in the same direction", according to Tobin Frech, the project manager organizing the in-house trade fair. After the two turbulent days, Cornelia Kill-Frech and HOSCH Managing Directors Dirk Heidhues and Ansgar Frieling thanked the employees who had made the in-house trade fair a success: "That was a great team effort. The guests were impressed and enthusiastic because of you."



Besides Tobin Frech, the team organizing the HOSCH in-house trade fair included Detlef Domke-von Bichowski, Claudia Krieger, Delphine Léonard, Hella Spiekermann and Brigitte Tillmann (Planning Team), Thomas Legner, Reiner Gnauert, Giancarlo Leombruno and Claus Weimann (Lectures), Claudia Steffens, Kevin Pohl, Sven Orlob, Gökhan Yilmaz, Girol Yurtbay and Yasin Caliskan (Production Tours) and Rainer Schuten, Markus Breilich (Engineering) and Marco Buttitta (Production). They all contributed their own ideas and made extensive preparations for the two-day show in addition to their normal dues. A big "Thank you!" to everyone else who helped the Planning Team to realize the in-house trade fair.

## "We wanted to show what makes HOSCH special"

As HOSCH's in-house trade show 360° drew to a close, we interviewed Tobin Frech, head of the organizing team:

### **Mr. Frech, when did the idea of an in-house trade show first come up?**

In July and August more and more external trade shows were being cancelled because of the pandemic. We at HOSCH wanted to buck this Trend. So we put a team together and started planning.

representatives from steel makers and energy producers. Alongside our regular customers, we also explicitly invited new customers in the sand and gravel business to the exhibition. We showed them a small presentation about our new Type A1 scraper.

### **What was your goal?**

We wanted to show our customers directly what makes HOSCH special – namely our diversity and our international operations. It seems we were successful there. For example, one customer told me that he never knew all the things that went on at HOSCH.

### **Are you going to do it again?**

We haven't decided yet. We can certainly say that the in-house trade show was a very successful alternative to the exhibitions that were cancelled. We hope that in 2022 we will have more opportunities to exhibit at other trade shows. In Germany, for example, we have registered for "SOLIDS" and "bauma." We are also hoping to be able to organize the IMM for our international managers again in May 2022.

### **Who was your target group?**

During the preparations, our sales people took over the job of communication. On both show days we welcomed

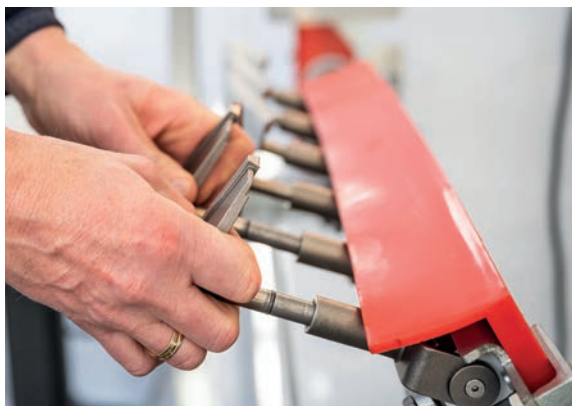


Tobin Frech (left), moderator of the presentation of the new A1 scraper, with Claus Weimann (center) and Detlef Domke-von Bichowski.

# A Cool Feature of the New Type A1 Scraper: Switching Modules Without Tools

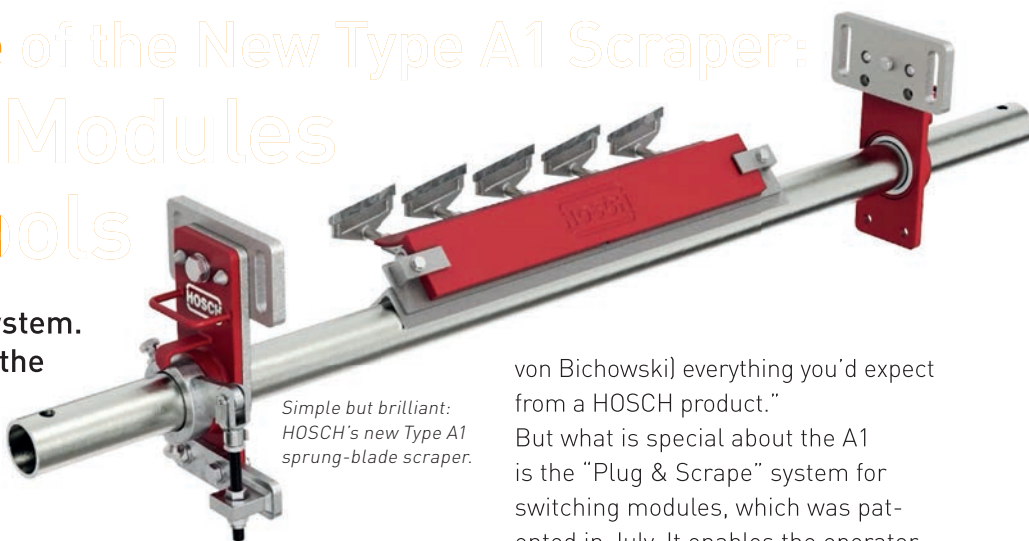
**Patented "Plug & Scrape" system.** HOSCH ideas factory fulfills the customer's wish for safer, simple and swift switching

Simple but brilliant. Or put another way: simply brilliant! The latest product from the HOSCH ideas factory, namely the HOSCH Type A1 sprung-blade scraper, was launched on the market just over two months ago. It was officially unveiled at the HOSCH in-house trade show "360°" at the end of November, where it caused a real stir among the customers.



*A patented solution: Plug & Scrape module switch.*

The development of the A1 is a shining example of the profitable cooperation between the Research & Development and Sales departments. Claus Weimann (R&D) and Sales Manager Detlef Domke-von Bichowski therefore shared the presentation of the new scraper, which fills an empty niche in the market. "In discussions with customers we often hear that our products offer real solutions to the most intractable problems. The customers only carry out some of the simpler cleaning jobs themselves.



*Simple but brilliant: HOSCH's new Type A1 sprung-blade scraper.*

Sometimes the job even goes to the excavator driver, who is not necessarily trained to do it."

## Everything you'd expect from a HOSCH product

This is where the new basic scraper comes into play – or maybe "into position." The A1's key selling points are that it is simple and safe to use, it can be installed on belt conveyors of any width from 500 to 1,200 mm, it reduces the amount of maintenance work, it ensures the best possible cleaning performance, it offers very good value for money owing to the absence of special configurations, and is still (according to Weimann and Domke-

von Bichowski) everything you'd expect from a HOSCH product."

But what is special about the A1 is the "Plug & Scrape" system for switching modules, which was patented in July. It enables the operator to replace one module with another without needing any tools. "It's child's play," say the HOSCH experts, adding: "We listened to our customers and have given them what they want: a safe, fast and simple installation."

In addition, the A1 has a protective polyurethane (PU) strip that limits the thickness of the material sticking to the belt. The A1 can be deployed for numerous types of bulk materials and has already been tested successfully on gravel, sand, ash and broken glass. The first training courses with the new HOSCH product have already taken place both in Germany and further afield.



*The new product was presented at HOSCH's in-house trade show along with an "A1 Challenge."*

More information about the Type A1 HFA is available on the HOSCH website: [www.hosch-international.com](http://www.hosch-international.com).

# The Golden Module Goes to the Captain of “L'Equipe Tricolore”

**HOSCH France General Manager Philippe Bourlard is honored at a trade show in Lille**

Ansgar Frieling had a very special item in his luggage when he visited the French trade show SIM in Lille at the end of October: the HOSCH Group's Golden Module, which is awarded every year in recognition of outstanding performance by a HOSCH company. As the pandemic again prevented us from presenting the award at the IMM, HOSCH's Managing Director went to seek out the winner, Philippe Bourlard, General Manager of HOSCH France, at the SIM – and surprised him at the HOSCH stand.

At the beginning of his presentation speech, Ansgar Frieling paid tribute to the efforts of all HOSCH companies worldwide who “have brought us a good operating result despite the ongoing restrictions due to COVID-19.” Frieling then continued, “However, we can only award one Golden Module, and this year it is well deserved by the team at HOSCH France for their exceptional overall performance.”

The captain of “L'Equipe tricolore” for the last six years – and therefore the person responsible for the excellent results – is Philippe Bourlard. He established the necessary regional structures in sales and customer service at HOSCH France. His commitment and courage win over customers for HOSCH products and services. For six years he has continually pushed up the sales figures. And his team was the first subsidiary to tackle the complex introduction of SAP – albeit with support from Recklinghausen. “This successful premiere gave us the confidence to roll the system out throughout the group,” said Ansgar Frieling. The French team's close customer contacts on the Metro project in Paris (HOSCH news reported extensively) and the great strides made in Africa (some countries there are supported by HOSCH France) were



*HOSCH Managing Director Ansgar Frieling (left) presents the award to Philippe Bourlard at the SIM trade fair in Lille.*

regarded by the HOSCH Management as key reasons for awarding the Golden Module 2021 to HOSCH France.

Ansgar Frieling concluded by saying, “HOSCH France is developing really well. And you, Philippe, were responsible for that and have put together a fantastic team in customer services, in the warehouses, in the office and on site in the chute.”

## HOSCH Helps to Help

**“Deutschland hilft” campaign: over 7,500 euros donated to help flood victims**

HOSCH is helping to help. In July the family-run company donated 7,500 euros to assist victims of the devastating floods in the German states of North Rhine-Westphalia and Rhineland-Palatinate. The company donated this sum to “Deutschland hilft” (Germany's Relief Coalition) to express sympathy and solidarity with the victims.

HOSCH has activities right across Germany, including the regions hardest hit by the disaster. The staff in Recklinghausen therefore feel close ties with the people whose homes were flooded. “We have around 150 employees in Germany. We're also donating on their behalf to help victims who are either fighting to save their possessions or have already

lost everything they had. All of them urgently need help,” said Managing Partner Cornelia Kill-Frech.

The HOSCH website also carried an appeal in German and English encouraging people to make donations to “Deutschland hilft.”

More information:

[www.aktion-deutschland-hilft.de/en/](http://www.aktion-deutschland-hilft.de/en/)



# +++HOSCH Personnel Ticker +++

## A 30-Year-Old Partnership

Thirty years of the Indian entrepreneurial spirit coupled with German innovation and precision: the joint venture HOSCH India celebrated its 30th anniversary in October and made several pertinent posts on the social media platform "LinkedIn."



Over the years, Tega Industries Limited, founded in Calcutta in 1976, has established itself as a leading company in the development and manufacture of consumables for the mineral processing, mining and bulk goods industries. In 1981 HOSCH Founder Hans-Otto Schwarze and Madan Mohanka, at that time the head of Tega, formed a partnership that has lasted – and been hugely successful – for three decades now.

## Congratulations in Afrikaans

**HOSCH South Africa celebrated its 40th anniversary in August**

Congratulations in the local language: to mark HOSCH South Africa's 40th anniversary on August 6, 2021, the Management congratulated the subsidiary on the Cape in Afrikaans, one of the country's 11 official languages.

Their letter to Johan de Koker, General Manager of the oldest HOSCH company outside Germany, said, "HOSCH's international expansion began in Africa 40 years ago. And now we've come full circle, because the 19th and probably the last new company to be founded, HOSCH Morocco, is also located on this continent. All your HOSCH colleagues in Germany are proud of HOSCH South Africa and congratulate you and your entire

workforce, many of whom have travelled a long distance with us. Anyone who has survived on the market as long as you have can be sure they are doing an excellent job."

Did you know... ? Four companies in the HOSCH Group celebrated special anniversaries this year: HOSCH International in Australia and HOSCH India (both 30 years), HOSCH France (20) and HOSCH Italy (15).



*Johan de Koker, General Manager of HOSCH South Africa, joined HOSCH over 30 years ago. Here he poses with the Golden Module awarded to him in 2015.*

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# +++HOSCH Personnel Ticker +++

**Tobin Frech** (International Sales) and his wife Vanessa proudly announce the birth of their first child. Their son Tobin Jr. entered the world on August

1st, shortly after midnight, weighing 3,034 grams and measuring 51 centimeters.

**Peter Petzold**, Managing Director of HOSCH do Brasil Ltda., has been supporting

the organization "Casa do Caminho" (meaning "Wayside House") for several years now. This private institution founded in 2017 provides accommodation free of charge to men and women with cancer from the poorer regions of the Brazilian state of Minas Gerais during their treatment as hospital out-patients (HOSCH news reported). In addition, "Casa do Caminho" has launched a second project called "Amor que Alimenta" ("Love that satisfies hunger"). Once a week, employees and volunteers distribute meals to

homeless people in the center of the city Belo Horizonte.

Peter Petzold says, "We work at five different locations with very large numbers of needy people and we serve around 250 meals and beverages. During the pandemic in particular, this assistance has been essential to survival for many people." The total number of homeless in the region is nearly 9,000.

Petzold and his team at HOSCH do Brasil Ltda. are on site helping to prepare and serve meals.

More information is available at: [www.institutocasadocaminho.org.br](http://www.institutocasadocaminho.org.br).



*Distributing food in the streets of Belo Horizonte.*

## HOSCH Service Anniversaries

In the second half of 2021, the following HOSCH employees at HOSCH Headquarters in Recklinghausen celebrated service anniversaries:

### 10 YEARS

Christopher Busch  
Marc-Maurice Masannek  
Florian Reddig  
Sajoscha Winter

### 15 YEARS

Torsten Mroncz  
Robin Pimpertz  
Kevin Pohl  
Jan Sasse

### 20 YEARS

Jari Iversen  
Sabine Jakobuß  
Martin Kiel

### 30 YEARS

Jürgen Göllnitz  
Hans Niegot

### 35 YEARS

Michel van den Biggelaar

## Impressions from Team Event

The in-house trade show "360°" ended with a team event. After the turbulent days of the show, there was still plenty of time for HOSCH employees to talk, both in the marquee and in the yard. The youngest guest at the show was Tobin Frech Jr., pictured here in the arms of his proud grandmother Cornelia Kill-Frech.



# Equal Career Opportunities for Women and Men

**Promoting women's careers in industry and commerce: the competence center "Frau & Beruf" honors HOSCH for exemplary support for women and help in combining work with looking after a family**

**Strong women mean strong leadership! This is really put into practice at HOSCH. HOSCH Managing Partner Cornelia Kill-Frech received the award "Frauen.Karrieren.Fördern. In Industrie & Handel" for promoting women's careers in industry and commerce in mid-November for her exemplary promotion of women and enabling them to combine a career with having a family. The prize is awarded every year by the competence center "Competentia NRW - Kompetenzzentrum Frau & Beruf" for the Emscher-Lippe region in the west of Germany.**

The regional competence centers support small and medium-sized firms that train women, retain them in the company and help them forge a career in male-dominated occupations and

sectors. The goal is equal job opportunities for women and men.

HOSCH received the award for employing women in "typical men's jobs." Kim-Jana Kösterke (34) is a good example. She has a bachelor's degree in mechanical engineering with a major in design and production. Since 2017 she has been working as an engineer



at HOSCH in Recklinghausen. Kösterke is one of two women employed as engineers at HOSCH in Germany.

Promoting women's equality and helping HOSCH employees to combine work and family life does not stop at national borders. In Australia, Sonja Volhejn is General Manager of HOSCH International. In the U.S. Mary Murawski is one of HOSCH Company's two General Managers, and in Asia Faida Amin works as the Chief Administrator (see below) at HOSCH Asia. HOSCH news is presenting the company's "strong women" in a new series, starting with Faida Amin.

*Managing Partner Cornelia Kill-Frech (right) and Kim-Jana Kösterke receive the certificates for "Promoting women and helping employees to combine having a family and working at HOSCH."*

## Returning After Four Years



Faida Amin (42) makes a good role model for women in management positions at HOSCH. In 2013 she took over the administration of HOSCH Malaysia when it was established. At the headquarters of

HOSCH Asia she supported teams in Vietnam and Indonesia before

moving to China with her German husband in 2016 when he started a new job there. In the Middle Kingdom, Faida Amin quickly found employment as a finance and customer advisor in a French company. Early in 2021, the couple left China for family reasons and relocated to Germany. But not for long. In July 2021 Faida Amin returned to Puchong to work for HOSCH Asia. "That was really a stroke of good luck. I never thought I could work for HOSCH again after more than four years," Faida Amin happily states about her return to her former workplace in Malaysia.

In the headquarters of HOSCH Asia, Manager Mohammad Akmal offered her not only the same job she had in 2013, but also the same area of responsibility. "I think it's my destiny," the old and new Chief Administrator of HOSCH Asia said with a grin. Her first new goal back at her "old" workplace: "I want to develop ideas for producing HOSCH products here. That way, we can save money and continue improving our competitiveness on the Asian market." So it is fitting that the returnee sees growth opportunities for HOSCH in countries like Thailand, Singapore and the Philippines.



# HOSCHis Sweat for a Good Cause

Getting out running shoes and bicycles to support DKMS - HOSCH comes in 7th in the German B2 Mission



*Carsten Kutschki (right) scored the highest internal HOSCH rating; here he is accepting the award from Managing Director Ansgar Frieling.*

for this event. DKMS is a non-profit organization dedicated to fighting blood cancer.

More information is available at [www.dkms.org.uk](http://www.dkms.org.uk).

The three best HOSCHis each received a gift certificate from a sporting goods firm. The following employees took their places on the winner's podium based on their respective results in the in-house HOSCH ranking:



1st place: Carsten Kutschki (120,325 points), gift certificate for 150 euros  
 2nd place: Helge Kluge (94,410 points), gift certificate for 100 euros  
 3rd place: Andreas Hentschel (91,190 points), gift certificate for 50 euros.

They ran and pedaled and pedaled and ran... From June 7 to July 4 of this year, HOSCH employees covered exactly 2,768 kilometers in running shoes or on bicycles, thereby earning 1.5 million points in the B2 Mission 2021. This put HOSCH in a very respectable 7th place after competing with 31 other companies from all over Germany.

The participating joggers, Nordic walkers, hikers and cyclists downloaded the B2 Mission app onto their cell phones so that they could "collect" kilometers via GPS tracking during the challenge. The kilometers travelled were then converted into points for the various teams.

The sporty HOSCH team, dressed uniformly in HOSCH fitness shirts, sweated to enhance their own health – and the health of others. For every HOSCH participant in the B2 Mission 2021 competition, the HOSCH Management donated 5 euros to the German Bone-Marrow Donor File (DKMS), their "charity partner"

## HOSCH "Health Center Opens for Two Days"

"HOSCH Health Day" now a two-day event due to popular demand

Healthy employees make a healthy company! This is the motto behind HOSCH's "Health Day," which was expanded to two days in 2021 due to the strong demand for the program in past years.

At the end of October an area at HOSCH Headquarters was converted into a small health center and fitness studio as part of the company's employee health program. The Health Day agenda was devised by HOSCH HR Officer Nicole Kogelheide together with a professionally qualified PE teacher and a health insurance scheme. Mindful of the pandemic, the diverse program kicked off with an online lecture entitled "Fit to Fight Viruses" and included workshops on "Active Breaks" and "Functional Training." These workshops were aimed at making employees aware of behaviors that promote or harm their health. Individual advice was also available on a healthy diet and how to deal with sleeping problems.

The second day started off with a flu shot option and continued with topics such as postural diagnostics and finding out "Which stress type are you?" Coaching on the fundamental principles of an ergonomic workplace was offered specifically for employees working in Production or Service, Installation & Maintenance.

# Efficient Teamwork at the Brenner Base Tunnel

Numerous HOSCH departments work hand in hand on the mammoth project linking Austria and Italy



One of the most spectacular construction projects in Europe, the Brenner Base Tunnel (BBT) between Austria and Italy will be the longest underground railway connection in the world when completed, with a length of 64 kilometers. The two countries and the European Union (EU) have invested a total of approx. 18.4 billion euros in the project, which is scheduled for completion in 2032. HOSCH is a major player in this gigantic undertaking, which aims to shift freight traffic from road to rail, as a multinational group. HOSCH Italy, the international sales team, and the R&D, Engineering and IT departments are working hand in hand at the Brenner in what Giancarlo Leombruno calls “a shining example of efficient teamwork.”

The success story began with a visit by Vito Fimiani (HOSCH Italy) and Leombruno to the construction lot in Mals and Sterzing in northern Italy. The intelligent solutions offered by HOSCHiris opened the door for installation of the HOSCH scrapers. “The connectivity achieved by this ‘intelligent responsive information system’ gave us the edge over our competitors,” reports the International Sales Manager. “On tunnel projects standstill means high costs. Preventive monitoring of belt conveyors becomes crucially important in this context.”

*A construction site links two countries: the world's longest underground rail connection is being built between Austria and Italy.*





Impressive belt conveyors transporting quartz, slate and granite at the Brenner Base Tunnel.

#### INFO:

- The Brenner Base Tunnel (BBT) consists of two single-track tunnel tubes and an exploratory tunnel; construction of the main tunnel: 2011 – 2032.
- Tunnel excavation: 50% by blasting / 50 % by boring
- The excavated material (approx. 21.5 million m<sup>3</sup>) is carried directly to landfill sites by underground belt conveyors.
- In relation to the number of tunnel kilometers planned, the Mules 2-3 construction lot – where about 65 km will be excavated between Mittenwald and the Brenner Pass at the Austrian-Italian border – is the largest construction site in the BBT project.
- All information on the project can be found at: [www.bbt-se.com](http://www.bbt-se.com)



Reiner Gnauert at the installation in the tunnel.



Pieces of rock (gneiss, quartz, slate and granite) are transported on the belt conveyors.

Together with Reiner Gnauert and Roberto Capone, Leombruno and Fimiani installed a type HD-PU-S2 prescraper on the 10-km-long belt conveyor (belt width: 1,000 mm). They also mounted a camera that sends data directly to the monitor in the works manager's office.

The optimal cleaning performance of the HOSCH scrapers, together with the continuous status monitoring made possible by the permanent contact between scraper and belt, provides crucial support in preventing unplanned downtimes. Leombruno added: "We

now have a good chance of taking part in subsequent projects. What's more, Vito Fimiani is using this excellent reference to gain entry to another gigantic tunnel project, the Mont Cenis Base Tunnel between Turin in Italy and Lyon in France."



# Boosting Road Safety

Driver training for HOSCH employees enables them to cope confidently in hazardous situations



*The HOSCH team honing their driving skills on the ADAC training site in Haltern am See.*

The meeting point for the production and administration employees who took up the offer was the ADAC (General German Automobile Club) training site in Haltern am See. The theoretical part of the course focused on accident prevention. A basic training module covered braking on a wet road, on damp leaves or on a (simulated) layer of snow, evasive action to avoid a sudden obstacle, and slalom driving. The ADAC professionals gave all the HOSCH employees valuable tips concerning the safety features in their vehicles such as ABS (anti-lock braking system) and ASR (anti-slip regulation).

During the daily commute and on business trips, in their own vehicles or in company cars, all HOSCH employees should be confident road users and know what to do in hazardous situations. For this reason, in mid-October the HOSCH Management organized a voluntary driver training

session for members of staff in co-operation with the Berufsgenossenschaft statutory accident insurance institution. The idea was that drivers who have completed safety training will be more skilled at reacting confidently in critical situations, and so accidents can be avoided.

The participants finished off the day with theoretical discussions on safety in their own vehicles. HR Officer Nicole Kogelheide regarded the training as so successful that she said, "We will definitely repeat the training for more members of staff soon."

## The Fastest Way Out

Practice in evacuating HOSCH Headquarters in Recklinghausen

One of the most important goals of the company's emergency plans is the safe evacuation of our employees. To make sure we can do this in an emergency, in mid-October the sirens went off at HOSCH Headquarters in Recklinghausen, calling everyone to leave the premises. The basic principle is one that applies to many things in life: the more you practice something, the easier it is when the time comes.

Tobias Habersack, an external expert in occupational safety, put together a team of four HOSCH employees for this exercise, who guided, monitored and checked what was going on in the various departments, the administration and technology buildings, and Plants I and II. Everyone in the buildings had to reach the meeting point calmly and quickly. The top priority was to take the fastest route out of the buildings into the open air, as

marked on a plan that was handed out in advance.

At the designated meeting point, the employees were counted to check whether they had all left their workplaces. Tobias Habersack then proceeded to the brief theoretical part of the exercise, summarizing the key points about what to do when the buildings have to be evacuated. His conclusion after the approx. 30-minute test was, "Everything worked well. We're very well prepared for an emergency – which hopefully we'll never have to deal with."



# HOSCH Iberia Now Runs SAP

**Alexander Thomas and Trainee Hüsnü Coban help launch SAP in Gijón**

HOSCH's global introduction of the powerful SAP software to manage important operational processes in Accounting, Controlling, Production, Sales and Human Resources is almost finished. Now the Spanish HOSCH subsidiary is also switching to the new system. The introduction of SAP at HOSCH Iberia was supported by a team consisting of Carlos Orviz, Country Manager of HOSCH Iberia S.R.L.U.,

**Alexander Thomas (International Sales) and HOSCH trainee Hüsnü Coban, who spent three weeks of his training in the port city of Gijón in northern Spain.**

The two trainers (Alexander Thomas spent 10 days on site) focused on teaching their "students" how to use the SAP software. Together they entered customer data, transferred invoices, article master data and parts

lists to SAP, and carried out reconciliation for external payroll accounting. Alexander Thomas said: "Our colleagues in Gijón helped each other as they worked hard to grasp the numerous functions of SAP."

Despite the somewhat dry and frequently nerve-racking work preceding the actual launch of the software, the participants found time for joint activities. They visited a gold mine, went on a guided tour of Gijón (Carlos Orviz's home town), chilled at the beach, and spent hours tasting countless Spanish specialties. Leaving Spain, the two trainers from Recklinghausen stated unanimously that "We are taking a lot home with us, especially regarding the processes and possibilities offered by SAP, but also the working style and life of our colleagues here in Spain. The entire team was extremely hospitable, and we had a lot of good times both working together at the office and enjoying shared meals."



*SAP trainers Alexander Thomas (left) and Hüsnü Coban (right) with the team surrounding Carlos Orviz (3rd from left), Country Manager of HOSCH Iberia S.R.L.U.*

## New Offices in Kolkata

A move to new premises: on September 1, Sandip Kumar De's team at the Indian joint venture HOSCH India moved to a larger office building in Kolkata. The company's new head office is located in a megalopolis – and capital of the Indian state of West Bengal – still better known under its old name, Calcutta. HOSCH India's new address is in the Salt Lake Electronics Complex, a super modern building only eight kilometers from the airport and with excellent public transport connections.





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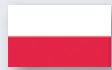
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