

# HOSCH *news*

The International HOSCH Magazine



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Developments after a "challenging" start

# Dear Readers,



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

We live in times of great uncertainty. First, the coronavirus caused disruptions all over the world and pushed us to our limits. Then just when we thought we could catch our breath, the war in Ukraine suddenly made it abundantly clear how fragile our world is.

A globally active company like HOSCH can weather such global crises only because we all stand together no matter where we are or what religion or political system we have.

Of course, 2022 also poses huge challenges for our business. The beleaguered supply chains are under increasing pressure, and most prices are skyrocketing. Inflation is causing concern in both the private and business spheres.

Our partnerships with long-standing suppliers and customers have been instrumental in enabling us to cooperate successfully on developing flexible solutions to these evolving challenges. We are grateful for this and we are doing our best to remain a strong partner for all of them.

All our employees and managers worldwide have convincingly demonstrated that by harnessing both the strength of every individual and our joint efforts, we can face with confidence any crises that the future may hold. We are seeking qualified personnel at the national and international levels in order to continue expanding our business.

We have continued to invest in our international presence. We are very pleased with business developments in Peru. The HOSCH Group has also welcomed new sales partners in Finland and Panama.

The A1 is setting new standards for special applications. Our digital products for the bulk materials industry are supplying promising solutions for our customers – and for the future of HOSCH.

In May, all our managers were at last able to meet face-to-face in Germany again, at the IMM 2022. This was a wonderful event with a lot of energy for the future!

We hope to meet our partners and customers in person again this year at some international trade shows, for example at bauma in Munich in October. You can be sure that we are making grand plans!

We hope you enjoy reading this issue of HOSCH news.

The Management

Cornelia Kill-Frech

Dirk Heidhues

Ansgar Frieling

## **Our title photo**

The title photo shows Cobre Panama, one of the largest mines of its kind worldwide. HOSCH has concluded a partnership agreement in this Central American country. For a detailed report, turn to **page 11**.



# HOSCH Group is Optimistic about the Future

**IMM 2022: At last managers from five continents are meeting face-to-face again. Production capacities are “well utilized” despite bottlenecks. The crisis period has boosted cohesion within the company**

**At last we can meet face-to-face again! At last we can hold discussions without having to click to join a virtual Zoom conference on our PCs! The International Management Meeting (IMM) 2022 of HOSCH Fördertechnik GmbH from Recklinghausen was dominated by a feeling of togetherness, a large number of intensive discussions (some outside the conference room), and shared activities.**

The managers of the HOSCH companies on all five continents spent five days in Kamp-Lintfort discussing the newest projects and developments. After the presentations and intensive talks, they concluded that the technological global market leader in belt conveyor cleaning is in a good position, even in these uncertain times. “Business developments at the HOSCH Group remained positive

in the first half of 2022. Production capacities are well utilized despite the restrictions due to shortages of materials and to logistic bottlenecks. We have already instituted successful countermeasures and intensified communication with our suppliers,” said Cornelia Kill-Frech, Managing Partner of the HOSCH Group.

## Crisis as opportunity

Cornelia Kill-Frech also pointed out that HOSCH has simultaneously been able to leverage the crisis as an opportunity. As a global group, HOSCH has weathered the crisis only “because we have all stood together – no matter where we live, or what religion or political system we have. Together we have created an atmosphere where we can rely on one another.” She added that during this period some incredibly creative product and business ideas have been generated, which the company

can now utilize and develop further. The presentations, discussions and workshops at the IMM 2022 focused on the strategy for the increasing digital options, and the initial experience with HOSCH’s new Type A1 sprung-blade scraper that was launched onto the market at the end of 2021. In addition, three new HOSCH managers – Omar Segovia (Peru), Roy Pasak (Indonesia) and Dmitriy Devyatov (Eastern Europe) – personally introduced themselves to their colleagues. Of course, the “family gathering” would not be complete without the presentation of the HOSCH Group’s coveted “Golden Module” award (see page 5).

## Expanding HOSCHiris

“Timing is everything,” was the overarching title for the workshops on digitization. They covered topics such as internal communication, product development and customer segments.



The “HOSCH family” gathers in the conference room at Wellings Parkhotel in Kamp-Lintfort.

The theoretical sessions were backed up with practical examples from Australia, Spain and Scandinavia. Tobin Frech and external consultant Mirko Liebetrau also explained proposals for expanding the HOSCHiris system that electronically networks HOSCH products, HOSCH services and the customers operating the systems.

“Additional services surrounding belt conveyors” were described by Tobin Frech and Detlef Domke-von Bichowski. One of their theories was that firms have shed staff to cut costs and now prefer to obtain all their services from one provider – which HOSCH can offer thanks to its experienced employees. The only limitation is that “We only provide extra services if our technicians have the right expertise for the job.”

Before the presentation ceremony



The workshops, lectures and discussions during the IMM always took place in large groups. Our picture shows the applause after the awarding of the “Golden Module”.

for the “Golden Module” at the end of the IMM 2022, participants got to hear about the latest product from the HOSCH ideas factory – the A1. The agenda also included reports on the first-hand experience gained

at several HOSCH companies, the results of test installations, the order situation and delivery times of the “simply brilliant” HOSCH scraper, plus technical features of the modules and planned changes.

## Building Team Spirit by Tending Sheep



**“Destination: Essen-Mülheim. Weatherproof clothing recommended.” From this meager information, the HOSCH Team was hard put to figure out what kind of outing the company had planned for them on the Tuesday of the IMM. Their surprise couldn’t have been greater when they were greeted at the stated destination by a herd of sheep bleating loudly.**

*The HOSCH “shepherds” with their flock at the team event organized as part of the IMM 2022.*

It didn’t take long for the HOSCH managers to morph into enthusiastic shepherds. Divided into two groups, the managers took part in a highly unusual two-and-a-half-hour team-building exercise: one group tended the sheep while the members of the other group kibitzed from the side lines. Sometimes sheep had to be herded from Point A to Point B – or a stray sheep had to be brought back into the fold. Forming a human chain, moving slowly, keeping a safe distance from the herd – these tasks welded the group together quickly.

Behind all the action and laughter, management goals became visi-

ble that apply to many day-to-day situations, e.g. developing ideas together, setting priorities, building team spirit, improving communication, and creating a feeling of belonging. At the day’s end, a real shepherd and a team-building expert evaluated the performance of the HOSCH “shepherds.” Their conclusion was: “You worked very well together as a team and created a good atmosphere. The group work was relaxed and trusting.”

The day’s experiences will not easily be forgotten – and were rehashed in detail by the amateur shepherds that evening at a barbecue buffet organized by HOSCH at a Mülheim restaurant.



# A Man of Action

The “Golden Module” goes to Carlos Orviz of HOSCH Iberia



This year again, it was not easy to decide on the winner of the “Golden Module.” The HOSCH Management discussed several candidates at great length before every person on the board arrived – independently – at the same conclusion. The deserving winner was caught totally by surprise when Managing Director Ansgar Frieling made the decision public on the penultimate day of the IMM 2022. Building up a suspense worthy of the Hollywood Oscars, he announced: “And the winner is... Spain! Congratulations, Carlos Orviz.”

The entire HOSCH family greeted this announcement with enthusiastic applause. The award-winner took a deep breath before stepping up to the microphone. “I am very, very surprised!” he stammered. “I’m at a loss for words so thank you for your kind ones.” After accepting congratulations from all sides, Carlos Orviz reached for his cell phone and sent text messages to HOSCH Trainer Thomas Legner, his team in Spain, and of course his family.

Frieling explained why the 42-year-old Country Manager of HOSCH Iberia was the natural choice this year. “Carlos Orviz is extremely customer-oriented and a man of action. He is always looking for ways to turn risks into opportunities by making products more customer-oriented or processes more efficient. He continually brainstorms with the engineers at our R&D department in Recklinghausen. HOSCH Iberia has thus become a kind of testing laboratory in which we can work together to try out new business models.”

This willingness to innovate has also resulted in a substantial increase in sales on the Iberian Peninsula. Carlos Orviz is also a boss who has the interests of his employees at heart even after working hours. He motivates and supports them – and helps them deal with personal problems if necessary – a trait we consider an important criterion when evaluating a managerial employee,” Frieling concluded in his tribute.

## About Carlos Orviz

Carlos Orviz (42) has been working for HOSCH in Spain since March 2014. He succeeded Cesar Vigo, who took on new responsibilities for HOSCH in South America back then. Orviz lives with his Canadian life partner and their two children in Gijón.

## IMM Snapshots

The latest product of the HOSCH ideas factory, the A1, was not only the center of attention at the IMM but the subject of a challenge. The fastest module change was achieved by **Jari Iversen**, HOSCH Manager in Scandinavia.

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Why hold a meeting in Kamp-Lintfort? Simply because “Wellings Parkhotel” is a perfect venue, according to **Hella Spiekermann**. Other factors are the proximity to HOSCH Headquarters in Recklinghausen and to Düsseldorf International Airport. Finally, Kamp-Lintfort has a strong coal-mining history, with “black gold” being extracted until 2012.

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Two examples of HOSCH’s status as a family company were visible at the IMM 2022. **Sonja Volhejn**, mother-of-two since April 2022, travelled from Australia to Germany with her entire family, showing that she puts the philosophy of “New Work” into practice. Meanwhile **Vanessa** and **Tobin Frech** attended the “Golden Module” awards ceremony with their son Tobin Jr. in tow.

# Mission Accomplished: “Moving the Belt”

HOSCH's complete belt service at Pilkington plant in Gladbeck



HOSCH technicians removed and replaced the belt conveyor at the Pilkington Plant in Gladbeck in three weeks.

**“We’ll get the best out of your belt conveyor system!” is the motto of HOSCH’s “complete belt service.” At a long-term customer in Gladbeck, the HOSCH technicians recently proved that this can even include moving an entire belt.**

On two production lines at this plant Pilkington Deutschland AG, a subsidiary of Nippon Sheet Glass (NSG), produces plate glass for the automotive and construction industries as well as energy-efficient thermal insulation glass and solar control glass. The broken glass from the production process is carried away on belt conveyors cleaned by a variety of HOSCH scrapers.

Pilkington had planned to replace an existing belt system and to scrap another. Yet after an in-depth inspection and with detailed knowledge of the

overall system, “HOSCHi” Erturhul Erdogan persuaded the customer of the benefits of HOSCH’s complete belt service. The proposed solution involved refurbishing large sections of the system that was originally destined to be scrapped so they could now be used with the belt that was being replaced. “This enabled the customer to save valuable resources and money and, most importantly, to avoid long downtimes in production,” said Heiko Staub, Head of Service & Installation at HOSCH in Recklinghausen.

Erturhul Erdogan proposed retaining the existing belt and the existing supporting frame along with its components, and continuing use of the belt with the same width at the new location. Since the original company was not able to guarantee this, the HOSCH team responded to Pilkington’s call for help. It took one week to remove the old belt, and two weeks to install and commission it at the new location. Heiko Staub summed up: “Our technicians not only did an excellent job of relocating the belt, they enjoyed doing something different. The customer was very satisfied with the result.”

## 36 “HOSCHies” with a Mission

They kept running and running... From early April to early May, 36 HOSCH employees took part in the “B2 Mission” (as in 2021) and clocked exactly 4,817.95 kilometers. The “HOSCHies” thus finished in a respectable 8th place in the category “companies with fewer than 50 participants” in this national health and fitness competition.

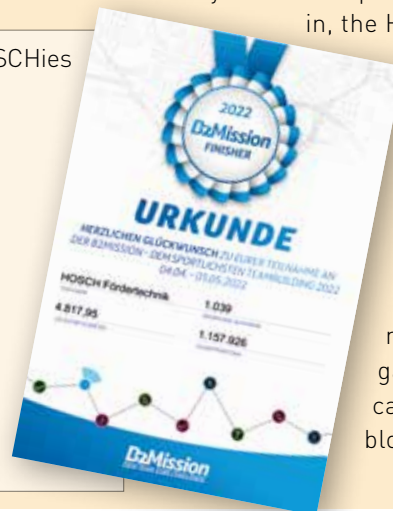
The idea was simple: by engaging in jogging, Nordic Walking or normal walking, or cycling, all contestants

who had downloaded the “B2 Mission” app onto their mobile phones collected kilometers, via GPS tracking, which were then converted into points for the HOSCH team.

The three top-scoring HOSCHies were:

1. Daniel Jarzombek: 150,090 points
2. Giancarlo Leombruno: 141,090 points
3. Andreas Hentschel: 121,470 points.

The best female contestant was Delphine Léonard with 50,202 points.



The “B2 Mission” promoted both team-building and the competitors’ health. However, it also helped people who are less fortunate. For every HOSCH employee who joined in, the HOSCH man-

agement donated five euros to the German Bone-Marrow Donor Center (DKMS), a non-profit organization dedicated to fighting blood cancer.

# Remote Technical Support in Real Time

**Remote support: experts in live video link-up can react swiftly**

Improving all the time – this has always been the goal of every HOSCH technician. And during the pandemic, when virtual meetings had to replace face-to-face contacts, our technicians successfully delivered efficient customer support again and again.

Yet the virtual world of Zoom meetings and chats has its limits – for example, the time lost during installations and disruptions, or the often indistinct images and videos. For this reason, technical service at HOSCH is now relying more on “remote support.” This refers to services provided at a distance, without a service technician traveling to the site in person. Instead, the technicians use “data glasses” during the service or maintenance procedure, along with a smartphone or tablet computer, to find solutions and remedy the problems remotely in real time.

These special glasses use Augmented Reality (AR), i.e. computer-aided enhancement of individual perception. Specially developed IT solutions are applied on AR glasses, smartphones or cell phones to display helpful diagrams, images, videos and documents to the user.



*A hard hat with an integrated headset.*

## Another application: sharing expertise for HOSCH training

HOSCH trainer Thomas Legner said, “Our experts connect with the customers live, and the data glasses, cell phones or tablets show everything just as if the technicians were present in person. This means they can react much quicker during installations or disruptions, and reduces potential down times of the belt conveyors, which leads not least to greater customer satisfaction.” However, remote support helps not only in real time on the belt conveyor – it can also be used in the training



*Using a tablet to perform services remotely in real time.*

room, enabling trainers and technicians to share their expertise, and at virtual Zoom meetings. Thomas Legner explains: “For example, we can run training courses in Recklinghausen and transmit them to China in real time. The recordings can also be kept and used for reference or documentation purposes.”

## New at HOSCH IT

Cybersecurity, across-the-board IT support, purchasing and installing IT system components, and hardware and software rollouts – these are just a few of the tasks for Markus Schweiger (49). An IT specialist for system integration, Schweiger has worked in the IT Department at HOSCH Headquarters in Recklinghausen since December 2021. He previously worked in a similar capacity in the field of occupational safety and health. Markus Schweiger has a long-term life partner; in his free time he devotes himself to interests such as astronomy, sound technology for musical productions and farming. This hobby, which is far removed from the world of bits and bytes, includes raising animals to obtain foods such as eggs, milk, honey, meat and fish, and other animal products such as leather and hides.



*New IT man:  
Markus Schweiger.*



# +++ HOSCH Personnel Ticker +++

Giving young people a “hand up” as they embark on their careers – this is an objective pursued by the HOSCH Group again this year.



Özkan Cakir

On August 1 **Özkan Cakir** starts his training as a construction mechanic while **Justin Sausmikat** takes his first steps toward becoming an industrial management assistant. Before graduating from technical high school, Özkan Cakir (19) completed several student internships, some of them at HOSCH. He speaks Turkish, German and English and describes himself as “goal-oriented, disciplined and

a good team player.” He lives in Recklinghausen, is an avid soccer player, and likes to tinker with his car. After finishing intermediate school, Justin Sausmikat (21) enrolled at a vocational college in his hometown of Castrop-Rauxel. Besides English, he has also learned Spanish and has solid PC skills. He spends his free time doing sports (soccer and basketball) and playing chess.

Before starting work, **Nele Kluge** did a two-month student internship at HOSCH Headquarters in the spring of 2022. The young business administration student has family ties with HOSCH: her father Helge works in Recklinghausen as a comptroller. Nele aims to follow in his footsteps as she likes working with numbers and has already gained her first practical experience in the Accounting Department. She evidently made a good impression on her supervisors, who now hope she will return to HOSCH as a student. Nele baked a cake to show her appreciation



of the insights she had gained into the world of work at HOSCH – a veritable “piece of cake” (photo) since cooking and baking are two of her hobbies.



Justin Sausmikat

**Sonja Volhejn**, General Manager of HOSCH International in Australia since December 2018, and her husband Michael have announced the birth of their second child. On April 15, 2022, the newest family member – a healthy baby girl named Sofia –



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# +++ HOSCH Personnel Ticker +++

arrived weighing 3,100 grams and measuring 53 centimeters. The Volhejns' first child Lily, born in August 2020, is now a "big sister."

**Julien Vercruysse**, an installation and maintenance technician at HOSCH France in Calais since July 2021, now has two children. Together with his wife and their son Anton, he proudly announced the birth of a healthy and lively baby, named Loïse,



who arrived on April 16 weighing 2.045 kg and measuring 43 cm.

**Justin Constanzo** has been pulling his weight on the service team of HOSCH Company in the U.S. since March 2022. Switching to a German employer was no problem for him since he is already familiar with Germany after making several visits



to Stuttgart, Frankfurt and Cologne and working for a German retail chain (ALDI) in the States. His impression is that "German companies cope much easier with a lot of things." He tackled his new job at HOSCH happily. "Here I have the opportunity to learn new skills. I look forward to growing professionally together with HOSCH." Constanzo lives in Richmond, capital of the U.S. state of Virginia. Here he enjoys the combination of buzzing city life and peaceful natural scenery – beaches and mountains are only two hours away by car. In his free time he likes riding close to the ground on his motorcycle, but he has also viewed Switzerland from the sky during a parachute jump ...

## HOSCH Service Anniversaries

During the first six months of 2022, the following HOSCH employees at HOSCH Headquarters in Recklinghausen celebrated service anniversaries:

**10 YEARS**

Barbara Becker  
Sven Muzel

**15 YEARS**

Markus Breilich  
Claus Weimann

**20 YEARS**

Markus Weber

**25 YEARS**

Walter Rolofs

**30 YEARS**

Monika Griesel  
Frank Günther

## More Staff = More Rooms

### HOSCH do Brasil Ltda. expands its office space in Belo Horizonte

More space for HOSCH do Brasil Ltda. Managing Director Peter Petzold's technology and service department has increased its office space in Belo Horizonte and more than doubled the number of its workstations, all equipped with the latest technology. Our company in Brazil made the changes to accommodate its growing workforce. When the head office opened in Belo



Horizonte, the capital of the federal state of Minas Gerais, in 2018, Peter Petzold was leading a team of 40. Today it is much bigger. The company intends to take over more rooms as well. Petzold is planning to occupy another half a floor in the office building in 2024, which will add several hundred square meters of work space.

## Trade Shows in 2022

After a break of over two years due to the corona pandemic, the HOSCH Group is now planning to take part at a large number of trade shows in Germany and other countries. This year we will be at:

"solids" in Dortmund (Germany) on June 22 and 23

"BULK2022" in Melbourne (Australia) from June 24 to 26

"Electra Mining Africa" in Johannesburg (South Africa) from September 5 to 9

"SIM Exhibition" in Marseille (France) from October 19 to 21

"bauma" in Munich (Germany) from October 24 to 30.

# Teamwork is Top Priority

**Mary Murawski: "I don't believe that some positions are only for men or only for women. It always depends on the individual"**

Mary Murawski has been managing HOSCH Company in Pittsburgh, Pennsylvania in the U.S. since 2015. Her Bachelor of Science degree in Business Administration (with first-class honors), majoring in accounting, was her ticket to become Finance Manager of HOSCH Company in the United States in 1999. "At that time, cooperation with the external accounting and legal departments was a real challenge because these areas were normally dominated by men," she says, looking back. However, with considerable curiosity and by constantly trying out new approaches and ideas she made the accounting – and later the entire administration – more efficient. "I was always wondering how to improve my own work, and the work everyone else was doing."

*Mary Murawski has been on the management board of HOSCH Company in the U. S. for seven years.*



As General Manager she created an environment where teamwork was a top priority. She doesn't believe that "some positions are only for men or only for women, because for me the aim is always to find the person who can do the job efficiently." Mary Murawski has several strong, capable women doing just that in the Oakdale office, especially on the commercial side. Murawski says, "The eye for detail, which the women at HOSCH Company have for their work here, is crucially important for successful corporate administration."

Today the employees see HOSCH Company as "family." Mary Murawski explains: "We know and value each one of our 'HOSCHies' personally. All of us, men and women alike, strive for success on the U.S. market so that HOSCH will remain a strong company in the future."

## HOSCH series

Strong women mean strong leadership! This is really put into practice in the HOSCH Group. For example, in November 2021 the company received the award "Frauen.Karrieren.Fördern. In Industrie & Handel" from the initiative "Competentia NRW - Kompetenzzentrum Frau & Beruf" for its exemplary promotion of women and enabling them to combine a career with having a family. HOSCH news is running a series showcasing the "strong women" at HOSCH.

Today we spotlight **Mary Murawski**. She and Sales Manager Michael Evanitz are the joint managers of HOSCH Company in the U.S.

### Anne Wilson

has been working in the offices of HOSCH GB as a comptroller since February 2022. An expert on the financial sector, Wilson is Scottish and comes from Edinburgh, where both of her daughters still live. In the Scottish capital she held various positions,



including working as a university assistant, before moving to Stockton-on-Tees in northeastern England with her boyfriend Kevin. She worked in various administrative capacities before "landing the job with HOSCH, which I enjoy a whole lot more!" When her schedule permits, she likes to visit her family in her hometown or immerse herself in the "glitz and glamour" of the 1950s rock'n'roll scene.

# HOSCH Scrapers Clean Up in One of the World's Largest Copper Mines

Copper mine owned by HOSCH customer in Panama has its own port. New sales partner MMC wishes to expand with HOSCH's help



Alexander Thomas in the port of the Cobre Panama mine on the Caribbean coast.



“Panama is so beautiful...” So says a well-known German children’s book by Horst Eckert, writing under the pseudonym “Janosch.” Giancarlo Leombruno and Alexander Thomas (International Sales) can now verify this with their own impressions of the small Central American country. In late 2021 and early 2022 the two HOSCH staffers made three visits to Panama and gained a new sales partner – the company Mining Maintenance and Consultants, S.A. (MMC for short).

This cooperation is a shining example of cooperation in the worldwide HOSCH network. The first contact to MMC was made by Johan de Koker, General Manager of HOSCH South Africa. Many of MMC’s technicians come from Peru, where they are trained by Peruvian HOSCH technicians. For future servicing and installations, HOSCH Chile is sending a technician to Panama for several months to ensure the usual HOSCH quality. In addition, HOSCH Chile is planning a long-term training course for MMC technicians.

## Open-pit mining since 2019

The HOSCH products passed their first test in the Cobre Panama

copper mine, which is one of the largest mines in the world with an area of approximately 13.6 hectares. Development began in 2010, and since June 2019 copper, gold and silver have been extracted at the open-pit mine. The special feature of the mine, which is located 120 kilometers west of the capital, Panama City, is that it has its own newly built port on the Caribbean coast.

The mine is operated by First Quantum Minerals Ltd., and here HOSCH Type B6 and C3 scrapers have been installed in cooperation with MMC, while Type D2 and HD-PU-L scrapers clean belts in the port. They have all proved a resounding success; according to Alexander Thomas, “The customer was delighted and is in the process of ordering more machines.”

MMC employs around 70 people in the copper mine. They work in two shifts,

New partnership: Giancarlo Leombruno and Alexander Thomas meet with MMC representatives.



and are responsible for servicing the belt conveyors that take the ore to the central processing plant, where several 16.5 megawatt ball mills break it into smaller pieces.

HOSCH’s new sales partner mainly looks after customers in the mining industry, offering services such as planning, construction and consulting for belt conveyor systems. At this time, MMC is present in South and Central America and in Africa, and reports that it is continually expanding. Alexander Thomas says, “This could include Mexico or Colombia.”

**Panama** gained independence in 1903. It shares a border with Costa Rica to the west and with Colombia to the east. The Panama Canal, which crosses the entire country, connects the Caribbean with the Pacific Ocean. It is one of the most important waterways in the world, and is by far the largest earner of revenue for the Central American state. Panama has around 4.315 million inhabitants, and expects this year’s economic growth to reach approx. five percent, based in part on investments in the energy and mining sectors.



# 100% Satisfaction

In France the A1 scraper is writing the first chapter of an amazing success story in a wide variety of industries



*HOSCH's new sprung-blade scraper Type A1 ...*

The A1 has been racking up similarly good results at a French quarry since mid-April 2022. Here HOSCH technician Adrien Audoire replaced a C1V scraper with an A1. Following a complete overhaul, the C1V was installed on a different belt. The new HOSCH scraper has turned in an excellent performance even on narrow belt widths (500 to 800 mm) in the gravel and sand industry. "Since there isn't much space here, the A1 also scores with its compact design," Audoire says.

"Simple but brilliant!" With this slogan, HOSCH launched the new sprung-blade scraper Type A1 with its simplified "Plug & Scrape" system for switching modules in November 2021. Since March 2022 HOSCH France has installed this scraper on belt conveyors at numerous customers. The outcome? "Brilliant results, 100% satisfaction, super feedback! The A1 has won over customers in the most varied industries with its safe, simple and quick handling," says HOSCH Manager Philippe Bourlard proudly.

HOSCH technicians David Hénon and Kévin Boidin have installed many different scraper models, including the A1, at a customer that manufactures materials for road construction and civil engineering projects. The belts, between 800 and 1,600 mm in width,

transport mainly stainless-steel slags. David Hénon elaborated: "Before we installed the A1 in mid-March, the belt conveyors had to be cleaned twice a month. It is now the end of April and until today additional cleaning of the system was no longer necessary!"



*... impressed customers when it was introduced in France.*

At a foundry producing mainly engine blocks and brake pads, the cleaning intervals in the system have become distinctly longer since the arrival of the A1 in mid-March. Prior to the installation of the A1, the conveyor systems (800 to 1,400 mm) were cleaned every two days; now they are cleaned every two to three weeks at most. Adrien Audoire happily reports that "The customer is so happy about this that it immediately ordered scrapers for two additional belts."



David Hénon



Kévin Boidin



Adrien Audoire

# On Course for Growth after a “Challenging” Start

**HOSCH Peru S.A.C. navigated the problems of the pandemic; 2½ years after its founding, it is now an established player**

There could hardly have been a more difficult time to launch a company. HOSCH Peru S.A.C., the third HOSCH company in South America, was founded in January 2020. Just a few weeks later the COVID-19 pandemic was paralyzing economies around the world, and Peru was no exception. It suffered in particular due to continuous regulations and restrictions, and the temporary shutdown of all commercial trade in Peru.

General Manager Cesar Vigo, and Omar Segovia, Manager of the company's head office in Lima, describe this “complicated” period as “a challenging year for all of us,” during which it was almost impossible for the young company to contact its customers directly. Despite the difficulties, it never lost sight of the prime objective, namely to make HOSCH known as a separate, independent company while dissolving the ties with the long-standing sales partner. Following a series of promotional activities, HOSCH Peru S.A.C. became the strategic partner of Peru's five largest mining companies, all within its first year of operation, and returned good business results despite the pandemic.

This led to further growth in 2021. The number of employees in key positions in engineering and sales was increased by hiring experienced personnel. The aims were to demonstrate a stronger presence with customers, to acquire new business fields, and not least to support the day-to-day work of the back office.



*Theoretical and practical training for the HOSCH team in Peru, which included Bruno de Stefano, Paolo Ruiz, Omar Segovia, Ryan Ceballas, Julissa Malpartida, Nick Champi and Yordi Quispe.*

## Employees in Lima and Arequipa

Now HOSCH has a number of employees at the head office in Lima and in Arequipa, the center of the Peruvian copper industry. Furthermore, the company has invested in high-end stacking and shelving equipment in its warehouse to be ready to handle customers' requirements.

Cesar Vigo and Omar Segovia are constantly assisted in their efforts to establish HOSCH Peru on the market by Giancarlo Leombruno and Alexander

Thomas (International Sales), who trained the technicians and customer service staff in Peru. Cesar Vigo acknowledges their contribution: “This help was extremely important for us. Both of them played a very special role in getting us established.”

Now, two-and-a-half years after its founding, the company has already doubled its sales target, and with it “our efforts to become a permanent fixture on this market and gain new customers.” Thanks to the highly motivated team, Cesar Vigo and Omar Segovia are certain of achieving this goal, too, saying: “Our products are of proven quality, as our customers repeatedly confirm. HOSCH Peru is here to stay, and to grow. There's no limit!”

# Roy Pasak Succeeds Robert Steiner

**The first goals of the new manager in Indonesia: gaining new customers and promoting “after sales”**

The baton has been passed on in Indonesia: Robert Steiner, Manager of PT. HOSCH Technology Indonesia since 2014, has embarked on a new chapter in his life. After reaching retirement age, he moved to Klagenfurt, Austria, with his wife Linda. Before he left, however, he trained a successor – Roy Pasak, who has been leading HOSCH’s activities in Indonesia since December 1, 2021.

Pasak, a 43-year-old engineer and trained electrical technician, already worked as project manager for (and

with) HOSCH several years ago. Back then HOSCH International in Australia was responsible for looking after HOSCH’s customers in Indonesia. Pasak installed and serviced HOSCH scrapers at customers including the Grasberg Mine of the U.S. company Freeport-McMoRan and PT Kaltim Prima Coal (KPC). This year he has again set his sights on KPC, Indonesia’s leading coal producer and a long-term HOSCH customer. “The company operates two coal terminals on the island of Borneo, for example,” he says. “One of them is already a



Roy Pasak, new HOSCH Manager in Indonesia.

regular HOSCH customer. At the other we successfully installed a Type B6C scraper in April.” Based at the company’s main office in Balikpapan, Pasak plans to devote himself to gaining new customers and promoting after-sales activities such as expanding HOSCH’s spare-parts business with existing customers. His vision is for HOSCH Indonesia to be highly visible in all industries using belt conveyors.

# No Sound from the Engine ...

**Product developments: Jari Iversen sees parallels between the Ford Mustang and the scraper Type A**

Way back when... These words often introduce wistful memories of the “good old days” – even though “good” may be rather subjective. Jari Iversen, HOSCH Manager in Scandinavia, is now looking back after over 20 years with the company.

The flashback was triggered by his new company car, a Ford Mustang with an electric motor! Mustang? Not only car freaks feel their pulses racing whenever the name is mentioned. The Mustang was launched in 1964 and became one of the most popular sports cars in the world. James Bond drove one in “Goldfinger,” and Chuck Berry sang a song about one.

The Mustang stood for freedom, sound and fun – Jari enjoyed driving his and sees parallels between the Mustang and HOSCH’s first-ever scraper, the Type A. “It was also launched onto the market over 40 years ago, set standards, and continued its development right up to the present day with the A1. Longer maintenance intervals, durability,

environmental conservation, simple handling, high safety standards and sustainability – all these properties are required today. Neither the old Mustang nor our first Type A would be able to satisfy today’s demands and standards, but our new A1 can. It is fast, safe, and simple to operate. So it is a modern product reflecting customers’ expectations – just like the Ford-Mustang E, which is also fast, safe and simple to drive and only needs maintenance once in three years.”

But what does Jari Iversen miss, despite all these advantages? “Of course I miss the unmistakable sound of the V8 engine,” the HOSCH-Manager says with a grin. These days his car is almost silent as it glides along the roads in Denmark, Finland, Sweden and Norway. The only sound is its radio playing Chuck Berry’s “My Mustang Ford”...



Jari Iversen with the new and old Ford Mustangs (left and right).



# “A Program Very Close to Our Heart”

## HOSCH South Africa supports vocational training for young people and is modernizing an elementary school

**Providing hands-on help: for several years HOSCH South Africa has been living up to its social responsibility and taking part in the state-run B-BBEE program. The abbreviation B-BBEE stands for Broad-Based Black Economic Empowerment, and the program concentrates on helping young black trainees to gain a vocational qualification. Johan de Koker, General Manager of HOSCH in South Africa, says, “This program is very close to our heart because our support can really make a difference.”**

Since September 2020, HOSCH has assisted four young people while they train to qualify as skilled tradespeople in the fields of metalworking and boiler-making. Now, in June 2022, their final exams are starting, and if the trainees pass them they will be awarded the formal qualification known as the South African Trade Test for Artisans in August 2022. The program comprises 18 months of technical training at the apprentice’s workplace, plus integrated work-based learning, career guidance and mentoring. HOSCH South Africa is supporting the program with monthly grants used to subsidize the participants’ travel costs in particular.

Another B-BBEE project supported by HOSCH South Africa is the Mohlasedi Primary School in the mining city of Lephalale, which is attended by around 200 girls and boys. HOSCH’s first step was to build twelve WC units, and next year the company plans to construct a modern canteen kitchen, including a din-

ing hall. Johan de Koker said, “The kitchen will be a clean environment where the children can eat, so we will be supporting the state-financed nutrition program. Building the toilets has helped replace the previous

pit latrines, which the Ministry of Basic Education has been phasing out since the end of Apartheid. It really is a mammoth task that can only be completed with support from firms and private individuals.”

## Entire HOSCH Italy Team Trains on Site for the First Time

*Successful trainees with certificates documenting completion of the three-day course:*

*Giovanni Zingone, Antonio Perillo, Roberto Capone, Raffaele Donnabella, Mario Del Pezzo, Alberto Vicinanza, Veronica Spera and Alessandro Vanacore (from left).*



**HOSCH Italy has undergone three days of intensive training and team building. In late April, HOSCH Trainer Thomas Legner travelled via Naples to the company’s main offices in Pontecagnano to hold an on-site training course for technical, sales and administrative employees. He called the event “a premiere for HOSCH Italy.”**

Together with General Manager Mario Del Pezzo, Legner focused mainly on how to install and operate the new Type A1 scraper. “The A1 will play a major role on our market, especially on belt conveyor systems in the light to medium-weight

categories,” he said. “We have ordered a large number of A1 scrapers and already installed several of them. That’s why this training course is so very important.”

However, the A1 was not the only HOSCH product on the agenda. Thomas Legner had brought several scraper models with him to illustrate the basic principles of selecting, positioning, installing and performing diagnostics on HOSCH scrapers. Afterwards, the entire assembled staff were not only on the same page but totally up-to-date on the latest HOSCH technology.



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